



Labour lists 16 Militants for expulsion

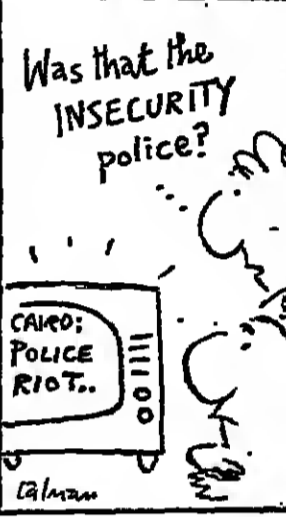
Labour's national executive last night voted to press charges of Militant membership against up to 16 of the Trotskyist tendency's Liverpool leadership...



Mr Kinnock braves hostile Militant supporters. (Photograph: John Voos)

Cairo under curfew after police riots

The Egyptian Government and it is said that they were imposed an indefinite curfew on Cairo and surrounding areas yesterday as troops went into action to quell a mutiny...



Hardliners blamed for Ulster about-turn

Undemocratic elements were yesterday blamed at Westminster for the unexpected breakdown of the latest attempt to move towards a political settlement in Northern Ireland.

Second biggest teachers' union accepts deal

The second biggest teaching union has voted by 69 per cent to accept the provisional Acas pay deal, paving the way to an end to the year-old pay dispute this week.

Second coldest February

February 1986 was the coldest since 1947, with the lowest temperature of the month being below zero.

Marcos allies to aid Mrs Aquino

Looking exactly like Miss Muffet surrounded by spiders, Mrs Corason Aquino appeared before a press conference flanked by the men who largely put her there as she announced her new Cabinet.

US help for Aquino

Washington - As former President Marcos arrived with 89 members of his family and supporters, the Reagan Administration was yesterday moving quickly to strengthen relations with the new Government in Manila and offer President Aquino whatever help he needed.

Current account leaps to £1 billion surplus

Britain had a balance of payments surplus of more than £1 billion last month, mainly because of £500 million to EEC budget refunds and a record trade surplus in oil.

Queen in row

The Queen became embroiled in a political row in New Zealand when she referred to the State Opening of Parliament to the Lange Government's anti-nuclear policy.

EEC court backs woman over retirement age

By Frances Gibb and Nicholas Timmins Women working in the public sector yesterday won the right to the same retirement age as men in a ruling which puts fresh pressure on the Government to rethink its policies on retirement and pensions.

Mine strike

More than 10,000 black employees on strike at the Vaal Reefs gold mine in South Africa are demanding the release of nine men accused of murdering work-gang leaders.

Ruth Rendell LIVE FLESH

Advertisement for Ruth Rendell's novel 'LIVE FLESH' featuring a handgun image and promotional text.

Table with 2 columns: Home News, Overseas, Arts, Books, Business, Sport, Crosswords, Daily, Features, Law Report.

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# Treasury chief says Labour promises to cost £24 billion

By Richard Evans, Lobby Reporter

The Labour Party's public expenditure promises would cost the nation an extra £24 billion a year, Mr John MacGregor, chief secretary to the Treasury, said last night. In a letter to Mr Roy Hattersley, shadow Chancellor of the Exchequer, he said: "I should emphasize that £24 billion represents the cost of your programme in a single year, almost all the commitments are ongoing and the cost of some of them will escalate over time."

Mr MacGregor's decision to detail the full cost of Labour's public spending commitments follows a Commons clash last week when Mr Hattersley described the £24 billion figure as an "invention". He said the Treasury minister was "pathetically incapable" of substantiating it. The costings provided by Mr MacGregor were carried out at his request by Treasury officials after consultations with Whitehall departments.

It is not unusual for the Treasury to be asked to provide costings of policy proposals made by those outside Government, he said in this letter. In a direct challenge to Mr Hattersley, he added: "You declined last Thursday to say whether or not you held to the commitments I listed in the debate. I think it is in everyone's interest that you now say whether these commitments still stand; and if this is not now Labour's programme, which elements in it will be abandoned?"

# Labour lists 16 Militants

Continued from page 1 the hard-core ten named in the report. They include Mr Hatton, Mr Tony Mulhearn, chairman of the district Labour Party, which is to be disbanded; Mr Terry Harrison, vice-chairman who is one of the founding fathers of Militant, and Mr Ian Lowe, who leads Militant's trade union vanguard in Liverpool. During yesterday's meeting Mr Kinnock took a tough line saying: "People talk of a broad church party. A church with an open door is still a church. A church without walls is an open space to be trampled on. Those who would have no boundaries, no limits, no walls for this party simply are not serious about this party and they do not deserve to be treated seriously by this party."

Responding to threats of internal party civil war, Mr Kinnock said: "We are not intimidated by threats of civil war and court injunctions. We will not buckle any more than the people of courage who told the truth about Militant in Liverpool buckled to threats. The great majority of the Labour party would not forgive us if we did."

He also said that the party had been given Militant's definition of unity. "The rest of the party and its 350,000 members can have unity as long as they do what a couple of thousand Militant members say. Earlier in the meeting, Mr Whitty had advised the executive that on legal grounds, with next week's court hearing set down, they must be careful not to discuss the Militant accusations in relation to council affairs. He also stressed that in accordance with the rules of natural justice an opportunity had to be given for individuals to respond to the charges laid against them. That will take place at next executive meeting on March 12."

# Labour's move on Militant backed

By Peter Davenport Key witnesses who provided evidence against Militant Tendency in Liverpool to the Labour Party inquiry yesterday welcomed the moves that may end in the expulsion of 10 leading activists in the city. The decision of the national executive committee to bring charges against leading supporters such as Mr Derek Hatton and Mr Tony Mulhearn was applauded by trade unionists and moderate Labour members who had complained of Militant intimidation and domination of the party in the city. Although the NEC has begun the moves which they hope will eradicate Militant from the party ranks, it is clear that the operation in Liverpool will be far from easy.

The Labour group, six constituencies and 33 wards have already taken decisions opposing expulsions. If constituencies continue to embrace individuals ordered to be thrown out they could be disbanded by the NEC. Labour Party members who have campaigned against Militant admitted yesterday that the damage caused to the party by the organization will take a long time to repair. The decision to bring charges against the 10 was welcomed by Liverpool Labour Left, an umbrella organization of Labour supporters, trade unionists and black rights activists in the city. The moves were also welcomed by officials of the moderate Vauxhall ward Labour Party who had campaigned against Militant influence in the city and who presented evidence of support by Labour councillors for the group.

Mr Tony McGann, vice-chairman said: "We have no desire to enter into personalities and mention the Hattons and Mulhearns of this world. Our antagonism against the Militant Tendency in its entirety and all our activities are aimed at its eradication as a cancerous growth within the Labour Party." The attempt by Militant to fight back against the NEC will begin tonight at a meeting of the suspended Liverpool district Labour Party. Labour's NEC is to ask two prominent members in Cardiff to attend a special meeting at which they will be invited to answer charges concerning their links with Militant Tendency (Tim Jones writes). Mr Chris Peace, of Cardiff Central constituency and Mr Tony Wedlake, of Cardiff West, have described the moves as a "witchhunt" and have threatened legal action to retain their membership.

# Building societies in cash card link

By Richard Thomson, Banking Correspondent Investors with seven of the largest building societies in the country now have access to a new nationwide system of cash card machines comparable with the machine networks operated by the big high street banks. The Matrix system of automatic teller machines (ATMs) went live yesterday, linking up its members so that depositors in one building society can use the machines of other member societies to withdraw money from their account. The members of Matrix include the Alliance & Leicester, Anglia, Bradford & Bingley, Bristol & West, Leeds Permanent, National &


the Abbey National and Nationwide building societies, is building a comparable number of machines but has so far not connected up the ATM services of its members. The Halifax, the largest building society, has its own independent system of more than 390 ATMs. The Matrix machines are more advanced than most ATMs used by the banks. They are on "real time" which means that withdrawals or deposits are immediately recorded on a customer's account without the usual two days delay on a bank ATM transaction.

The Black Hawk helicopter which is to be the mainstay of Westland's collaboration with Sikorski, had such a high export potential that it would be a satisfactory project if it sold no helicopters in Britain, he said. Under questioning by Dr John Gilbert, Labour MP for Dudley East, Sir John agreed that under present rules on disclosure of ownership it would be possible for control of a British defence contractor to pass into foreign hands without the board finding out for some time. The Black Hawk helicopter which is to be the mainstay of Westland's collaboration with Sikorski, had such a high export potential that it would be a satisfactory project if it sold no helicopters in Britain, he said.

## TEACHERS' PAY DISPUTE

### NAS/UWT BALLOT ON 1985 PAY OFFER

YES 43,899 (69%)  
NO 20,407 (31%)



Mr Bill Herron (left), assistant general secretary of the National Association of Schoolteachers/Union of Women Teachers, and Mr Fred Smithies, the general secretary, with the results yesterday of their ballot on the latest pay offer to teachers.

# GLC is accused of illegal 'will'

The Greater London Council was accused in the High Court yesterday of making an illegal "will" to dispose of nearly £97 million of ratepayers' money before its abolition on March 31. The accusation was made by Westminster City Council, backed by seven other Conservative London boroughs, when it asked Mr Justice Macpherson to quash allocations for the grant. The judge has already reserved judgement on similar actions brought by Conservative-controlled councils against Greater Manchester Council and West Midlands. He hopes to give judgement on all the actions next week.

Mr Andrew Collins, QC, for Westminster council, said that, in reality, £165 million was at stake for London ratepayers. He said: "The GLC has no power to make a will. This is, in fact, what it is trying to do." Mr Collins said if the money was not spent on "forward funding" local organizations it could attract 82 per cent in block grant, making it worth up to £165 million to the councils which would take over GLC duties after abolition. "The issue is whether sums should be allocated and spent as the GLC proposes, or used, on its demise, for the benefit of the London residual body and the boroughs," Mr Collins said. The GLC, on a 49-43 vote, had decided to distribute £25 million to minimize the disruption expected to be caused by its abolition to some 1,400 voluntary organizations. Other payments would include £40 million to the Inner London Education Authority. The hearing, expected to last three days, continues.

# Rank will press on with bid

By Clifford Feltham The Rank Organisation yesterday promised to press on with its struggle for control of Granada television franchise, though the Independent Broadcasting Authority has said the takeover bid was unacceptable. Rank is angry that the IBA, which has refused to allow the transfer of ownership of the Granada television franchise, has given no reason for its decision or even discussed Rank's suitability to operate the business. Mr Michael Gifford, the Rank chief executive, said last night: "We intend to proceed with what we think is a very generous offer in the interests of Granada shareholders." But Mr Alex Bernstein, the Granada chairman, immediately responded by saying that he was surprised at the Rank decision. The Granada chief made it clear that there were no circumstances under which the board would agree to a takeover offer from Rank. "We think that it remains unacceptable in every sense."

# Westland 'is still British'

By George Hill Control of the Westland helicopter company cannot pass out of British hands under the present pattern of share ownership, Sir John Cuckney, chairman of the company, told the Commons defence committee yesterday. Even assuming that there was foreign control of the holdings where the ultimate ownership is still unknown and that Sikorski-Fiat might convert all their non-voting shares to voting shares, overseas owners would control less than half the company's shares under any legal definition, Sir John said. More than 42 per cent of the company's shares remain in the hands either of opponents of the Sikorski-Fiat option or of owners who are not known, Sir John said. Under questioning by Dr John Gilbert, Labour MP for Dudley East, Sir John agreed that under present rules on disclosure of ownership it would be possible for control of a British defence contractor to pass into foreign hands without the board finding out for some time.

# Girl tells of £2,000 day out

A pantomime dancer, Miss Donna Winwood, yesterday told Maidstone Crown Court that Derry Mainwaring Knight, the alleged "Satan conman", spent £2,000 on her on a day out in Southend. Miss Winwood, 20, of north London, said Mr Knight approached her during rehearsals for a pantomime. Mr Knight, of Dormans Land, Surrey, denies 19 charges of obtaining £203,850 by deception. Earlier, the Rev John Baker, who had befriended Mr Knight, finished his evidence after 19 hours in the witness box spread over six days. Mr Knight had told Mr Baker that he needed money obtained from wealthy Christians to break his bonds with Satanism. Mr Baker said that the Satanic organisation to which Mr Knight belonged was based at what was called Rockford Temple in Hockney Woods, Essex. He told the court that Mr Knight claimed his family had been involved in the black arts for 33 generations covering 850 years. Mr Baker told the court that Mr Knight had said that about 2,000 members of the Satanic organisation would be released from the control of the devil once he had destroyed the regalia. The trial was adjourned until today.

# Art exports blocked

The Government has suspended export licences on important works by Raphael and Mantegna and Capodimonte ever and basin set to give British galleries a chance to bid for them, it was announced yesterday. The licence on a Raphael drawing of the Virgin and Child with the Infant Baptist is to be withheld for six months while a rare print by Mantegna and the Capodimonte pieces cannot be exported for three months. The Government has suspended export licences on important works by Raphael and Mantegna and Capodimonte ever and basin set to give British galleries a chance to bid for them, it was announced yesterday.

# Thatcher upbeat on jobs

By Richard Evans, Lobby Reporter Mrs Margaret Thatcher yesterday braced the Conservative Party for the prospect of going into the next general election with little or no reduction in the record unemployment figures. But she insisted that having up to three and a half million people still out of work would not prevent the Government being re-elected. Her implicit acceptance that the jobless total is unlikely to fall noticeably for at least the next two years, came as a prominent group of Tory "wets" warned her that voters were no longer prepared to accept the Conservative message at the 1983 election that unemployment was an inevitable result of changes in the world economy. The Tory Reform Group said a failure to tackle unemployment more aggressively would put at risk her ambitions of a third term as Prime Minister.



Mrs Thatcher with Jimmy Young yesterday. But Mrs Thatcher, in an upbeat interview on the Jimmy Young Show, brushed aside demands for such action and insisted the Conservatives could win without significant reductions in the jobless total. She said people knew that the introduction of new technology, while leading to short term unemployment, would lead to new jobs later on, and they recognized the Government's efforts to help jobless young people, assist people to start up on their own and give aid to the regions. In creating new jobs the emphasis had to be on people starting their own businesses, or companies that were expanding. The Prime Minister turned on people who have protested that BL should not fall into US hands and told them she was "fed up" with people who talked a lot about BL remaining British, but did not put their money where their mouth was.

# Tribunal safeguard on phone tapping

By Peter Evans, Home Affairs Correspondent The Government's Bill to regularize telephone tapping and the interception of mail is to come into force on April 10 with the safeguards, Mr Douglas Hurd, Home Secretary, told the Commons yesterday. Under the Interception of Communications Act, 1985, unauthorized interception of communications by post or telecommunication will be a criminal offence. Interception can only be authorized by the Home Secretary personally for clearly specified purposes. The new criminal offence will carry a maximum penalty of a £2,000 fine on summary conviction or, on indictment, two years' imprisonment or a fine or both. Those who believe they may have been intercepted unlawfully will be able to take their case to the tribunal. Lord Justice Lloyd has been appointed commissioner to keep the Act's operation under continuous review. His annual report to the Prime Minister will be published. Lord Bridge of Harwich, judicial monitor of interception since 1982, will step down. The tribunal president will be Lord Fraser of Tullybelton, Lord of Appeal in ordinary since 1975 and a member of the Royal Commission on the Police in 1960. Vice-president will be Sir Cecil Clothier, chairman of the Police Complaints Authority, and a former health and local government ombudsman. Others on the tribunal are Mr David Cautit, QC, chairman of the Bar since 1984; Mr Ivor Guild, chairman and director of a number of investment trusts and registrar, Episcopal Synod of Episcopal Church in Scotland since 1967; and Mr Peter Scott, QC, chairman of the London Common Law Bar Association from 1983 to 1985. The tribunal will have the power to discover the facts and award effective remedies in any case where interception was improperly authorized. If it finds a warrant has been improperly issued it will inform the individual and has the power to quash the authorization and order the destruction of intercepted material.

# Leaders united on talks with Murdoch

By Michael Horsnell Leaders of the five newspaper unions yesterday agreed to make a joint approach to News International for talks over the dismissal of 5,000 striking print workers and last night News International said it was prepared to meet them. This development in the dispute followed a three-hour meeting of the unions at Congress House in London with Mr Norman Willis, TUC general secretary. The meeting was attended by Mr Eric Hammond, leader of the electricians' union EETPU, whose members were accused of taking the jobs of traditional print workers when the newspaper group moved to its new printing plant at Wapping, east London. He said later: "We are trying to find an answer to this difficult problem. We are putting ourselves in line with the TUC General Council decision in doing so." Mr Arthur Brindeman, director of corporate relations for News International, said: "It was the unions who walked out on the previous talks shortly before we moved to Wapping. We have always been prepared to talk and we would agree to a resumption now." The discussion at Congress House was said to be constructive and there was no attempt to "carpet" EETPU, which agreed earlier this month to abide by a TUC directive. EETPU has submitted a detailed letter to the TUC setting out how it has complied with the six-point directive of which one was that it should help establish joint negotiations with the company. Further meetings will be held between EETPU and the other unions - Sogat '82, the National Graphical Association, the engineers (AUEW), and the National Union of Journalists. A joint approach could then be made for talks with News International through the Advisory, Conciliation and Arbitration Service though yesterday Acas said it had received no approaches. Production of The Times's supplements was continued normally yesterday and all three publications are expected to be on sale tomorrow.

# General Motors defends bid

By Craig Seton Mr Bob Price, the executive vice president of General Motors overseas group, said yesterday that the multi-national company should not be regarded as a "foreign interloper" in its bid for Land Rover. It would remain a British company capable of increasing production and employment under American ownership. He had told The Times that he had been surprised and pleased in a quandry by the strength of the "keep Land Rover British" campaign. He said: "It is not anti-Americanism - but it is stronger British nationalism than I had anticipated. I do not see why we are looked at as someone who is going to steal the family jewels and run and I am surprised that we are considered as a foreign interloper. We have run Bedford as a British company. Why should we run this new joint organization any differently?" Mr Price is in Britain to finalise General Motors' formal bid for Land Rover and Leyland Trucks before the March 4 deadline. He refused to discuss details of the package but said he was confident it was good enough to beat off a rival bid already presented to BL's merchant bankers, Hill Samuel, by a consortium of Land Rover executives. He said Land Rover was making money on 37,000 to 40,000 sales a year. But it had a capacity to produce 75,000 to 80,000 vehicles which should be utilised.

# Marcos allies are set to help Mrs Aquino

Continued from page 1 Mr Saguisag said that there had been no time for an orderly transfer of power from the previous regime. "Only a day ago," he said, "no one among us knew whether we would be alive or dead, whether we should be imprisoned or free." Mrs Aquino made the point emphatically that the first priority of her government was to look after and "to improve the lot of the poor, the unemployed and the underemployed." 1991, but after that date she would keep her options open. Mrs Aquino modestly acknowledged that she had probably been elected because she was Benigno Aquino's widow, "but also because I am Cory Aquino," she added. She asked for some understanding from the Filipinos that more had not yet been accomplished since she took office, and pointed out: "You had 20 years of Marcos, but it is still less than 24 hours since Mr Marcos left." The newly-appointed presidential spokesman, Mr Rene Saguisag, reinforced her appeal, asking not only for the people's tolerance but also for their sympathy and even compassion. She reaffirmed her intention of seeking a ceasefire with the Communist guerrillas, whose insurgency has grown to threatening proportions in many areas of the country. But neither she nor her Defence Minister - even drawing on his previous experience - could say how many political prisoners languished in Philippine jails. Mr Enrile insisted that it would be an urgent priority of his ministry to find out and to review their cases. Mrs Aquino, responding to a question from an American correspondent about the future of the US bases in the Philippines, said that she had reaffirmed her position on the bases to the American Government. "I am sticking to my original plan," she said, saying she would keep the bases until the present leases expire in

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# American visitors and strong dollar bring biggest tourist boom

By Derek Harris  
Industrial Editor

High-spending American tourists flooding to Britain last year, attracted by the strong dollar and spending power in Britain, helped the United Kingdom to its biggest tourism boom.

It was a new boost for an industry which is now the fastest growing in Britain.

There were 4.57 million foreign visitors, spending more than £5.4 billion during the year, according to provisional figures released by the Department of Employment yesterday.

The number of visitors was a rise of 7 per cent over the previous year while spending was up 19 per cent.

Mr David Trippier, Minister for Tourism, said: "Tourism is not only contributing a great deal to the wealth of the country but is also now the fastest growing sector of the UK economy. Forecasts are for a growth rate of 50,000 jobs each year."

Mr Duncan Bluck, chairman of the British Tourist Authority, said: "The North American market with an increase of 15 per cent in numbers, has undoubtedly contributed to this outstanding result but the wide geographical spread in the points of origin is particularly healthy."

"The indications are that 1986 will be another record

## Holiday staff get free trip

A British holiday firm is so pleased with the success of its American subsidiary at Boston that it has given the staff a free trip to England.

The 115 employees of Saga, a pioneer of holidays for retired people, based at Folkestone, Kent, will be arriving at Heathrow today and returning on Sunday.

The success of the Boston company, launched in 1981, gained Saga the Queen's Award for Export Achievement in 1985.

Year although it is likely to be more difficult than 1985.

"Our competitors are trying to increase their share of the world market and we have to work that much harder to ensure that we maintain our share if not increase it."

He said there was a need for the British tourist industry to offer the best possible services at the lowest prices.

Tourists needed reassurance on the quality of welcome being extended, on satisfaction and value for money, he said.

For the first time Britain had a tourism surplus over a full year. The balance is struck between spending by Britons

abroad and by foreign visitors to Britain.

The 1985 surplus in Britain's favour was £617 million, a big turnaround from the £49 million deficit of 1984.

A factor was that the number of Britons travelling abroad dropped by 2 per cent to 21.59 million although their spending of \$4.85 billion was an increase of 4 per cent over the previous year.

In a year when the American dollar's buying power compared with sterling continued to be strong the visits by North Americans to Britain was up 15 per cent during 1985, with record 3.5 million.

Visits by West Europeans were up 5 per cent although visitors from the rest of world showed only a marginal increase of about 1 per cent.

West Europe visits by Britons were down 2 per cent with twice that decline elsewhere except for North America which saw a small increase in the number of Britons visiting.

There was a big boost in numbers of foreign visitors to Britain in December, rising 12 cent above the totals for the same month of 1984. Britons' visits abroad were up 6 per cent.

The question will be how far an increasing weakness of the American dollar compared with sterling will reduce the flow of tourists from the United States.



Miss Gillian Lawton, aged 19, (left) and Miss Dianne Oxley, aged 21, who have each raised £42,000 to train as professional pilots. They are the first women to begin training as commercial fixed-wing pilots at the Oxford Air Training School, one of three in the United Kingdom (Photograph: Bill Warhurst).

# Solicitors join Hailsham challenge

By Frances Gibb  
Legal Affairs Correspondent

The Law Society won leave in the High Court yesterday to challenge the legality of the Lord Chancellor's decision to limit an increase for criminal legal aid fees to only 5 per cent for inflation.

Lord Justice Watkins, sitting with Mr Justice Macpherson, granted the solicitors' professional body leave to challenge the decision announced three weeks ago by way of judicial review.

The decision means that Lord Hailsham of St Marylebone now faces a two-pronged attack in the courts from the legal profession. Last week the Bar also won leave to bring similar proceedings over the 5 per cent limit.

Mr Robert Carnwath, QC, for the Law Society, accused the Lord Chancellor of "procedural impropriety and illegality" in setting the 5 per cent limit and in refusing to conduct proper negotiations with the profession.

More than 7,000 firms of solicitors in England and Wales depended on criminal legal aid for a large part of their work, he added.

"Unlike the Bar, there had been some negotiations between the Lord Chancellor's Department and the Law Society over fees."

Exploratory meetings had been held in December and January.

"Then suddenly on February 6 we received a letter from the Lord Chancellor giving his decision. The Law Society was given the new figures and never had a chance to discuss them," Mr Carnwath said.

The Lord Chancellor was in breach of his duty under the Legal Aid Act, 1974, in refusing to set fair and reasonable rates of remuneration, he said.

# Women 'feared the knife'

Pregnant women were terrified by rumours of "knife-happy" doctors at the London Hospital. Mrs Wendy Savage, the consultant obstetrician at the hospital who was suspended last year, said yesterday.

Asian women were so frightened that they refused to give birth by caesarian section even when it was absolutely necessary, she told the inquiry into allegations that she was incompetent.

Questioned about the case of Mrs AU, a Bengali woman whose baby died eight days after birth, she said: "There were statements made that doctors at the hospital were knife-happy. The rumours spread among the Asian community like wildfire."

On occasions doctors had advised patients that they should have the operation but the women had gone on to give natural birth.

Word spread among Asians in the Tower Hamlets health authority area that doctors at the hospital were too quick in telling patients to have caesarian sections.

Mrs Savage said that it was very difficult for hospital staff to convince Asian patients to have a caesarian section if they had heard the rumours, and were convinced the operation was unnecessary.

"Mrs AU may have been unconvinced by the way we put it to her," she said.

Questioned by Mr Ian Kennedy, QC, counsel for Tower

Hamlets health authority, Mrs Savage admitted that she did not until later give up hope of Mrs AU giving birth naturally. "I think that a woman has to feel that she has tried and she has failed to deliver the baby vaginally."

Mrs AU, one of Mrs Savage's patients, was in labour for 12 hours before a caesarian was performed. Her baby died of brain damage, although Mrs Savage has argued that the cause of death was a rare blood disorder not damage during labour.

"Mrs Savage has been criticized for failing to give the go ahead for a caesarian birth much earlier."

## Museums to charge for entry

Compulsory admission charges to the Natural History Museum in London will start in April next year, the trustees said yesterday. A freeze in government grants would force the museum and the Geological Museum next to it to charge for many services.

Dr Ronald Hedley, director of the Natural History Museum, launching the five-year financial plan demanded by the Government, said that without charges the museum would have to cut its scientific workforce.

Sir Richard Harrison, chairman of the trustees, said the admission fee would not be decided until the Government announced future funding.

## Seat belts reduce deaths on roads

The Department of Transport said yesterday that the wearing of seat belts was one of the reasons for fewer deaths on the road. If the trend for the whole of last year continued as it did for the first nine months, road deaths would be the lowest since 1954.

Estimates of numbers of lives saved each year because of the compulsory wearing of seat belts vary between 300 and 400, according to the Royal Society for the Prevention of Accidents.

Official figures show that in the first nine months of 1985 deaths were 10 per cent lower than 1984, 3,277 compared with 3,648. In 1984, there were 5,599 road deaths, 3 per cent higher than in 1983 but 19 per cent below 1974.

By themselves, the latest figures do not indicate the full extent of the change since 1954. There were then only five million licensed vehicles on the road, compared with 17 million in 1974.

What happened in the first nine months of 1985 to cause the improvement is not known, the Department of Transport said.

Mr Michael Read, director of road safety at the Royal Society for the Prevention of Accidents, said there had been a long-term and continuous programme since 1975 by local authority road safety officers.

## Help for mentally ill delayed

Planning to develop community services for the mentally ill and elderly is disturbingly unequal and inconsistent, according to a report from the National Council for Voluntary Organizations.

Slow progress has been made in improving services in the decade that joint planning between health and local authorities and voluntary organizations has been in existence. The joint finance available is having only a "marginal" effect in developing new community-based services.

A Stake In Planning (NCVO, 26 Bedford Square, London WC1B 3HU; £1.80).

## Salesmen curbs criticized

By Robin Young

Consumer organizations are not satisfied that new proposals to curb insurance salesmen will be sufficient to ensure that clients get unbiased advice and a fair chance to consider what policies to buy.

They are also concerned that the Financial Services Bill now before Parliament may also open the field of unit trusts to high-pressure salesmen whose well-rehearsed tactics have long been a subject of complaint.

The Consumers' Association, publishers of *Which?*, point out that commissions on unit trust sales are far lower than on life assurance policies; 1.5 per cent to 3 per cent as compared with anything from 50 per cent to 100 per cent.

The association is not satisfied that the proposals of the Marketing of Investments Board Organizing Committee for future registration and examination of investment salesmen would ensure investors an unbiased choice.

The National Consumer Council says that high-pressure tactics are frequently used to sell poor or unsuitable investments under the guise of insurance.

It has called for unsolicited doorstep and telephone selling of life assurance to be banned. Just licensing salesmen will do little to help.

## Misuse of English deplored

English standards are depressingly low in many schools, broadcasting, newspapers and public life, according to a *Reader's Digest* guide to the language.

Many of the language's million-plus words are frequently misused, even by best-selling writers and journalists, the guide claims.

Dr John Kahn, the editor and chief contributor, said yesterday that many educationists were urging a return to traditional grammar lessons in schools to improve the declining standards.

"People are now much more interested in the correct usage of the English language. But many are still concerned about how many liberties they can take with their old, school-room grammar," Dr Kahn said. "We have to tread a careful line between pure, rule-bound grammar, and free-for-all English."

According to the guide, English is still the most widely-spoken language, with at least 1,000 million speakers, nearly a quarter of the world's population.

"While English is now being rivalled by Mandarin, in respect of numbers, when it comes to geographical distribution and usefulness it is in a class of its own," the guide says.

*The Right Word At The Right Time* (Reader's Digest; £13.95).

## Hairs 'key to Leonie killer'

A seven-year-old girl found dead in a rubbish-filled basement had been sexually assaulted and her throat cut.

Leonie Keating had been mutilated and was "clearly the victim of a sexual murder," Miss Ann Goddard, QC, said in the Central Criminal Court yesterday.

Patrick Reilly, aged 24, of Anson Road, Tufnell Park, north London, has denied murdering Leonie in July 1984.

Miss Goddard said hairs were going to be very important in the case. Some of Reilly's ginger hairs were allegedly found among Leonie's dark, negroid curls.

And fibres from a jacket discovered at Reilly's home were allegedly found on Leonie's heavily blood-stained, red-checked dress.

A forensic scientist would say that ginger body hairs, pubic or from the chest or armpit, found on Leonie and a blanket nearby were microscopically similar to Reilly's ginger body hair.

Miss Goddard claimed the evidence showed Reilly was the murderer.

The little girl lived with her mother and younger brother at Atkinson House, Austin Road, Battersea, south London. She disappeared during a summer afternoon picnic on a grassy area near her home.

When she failed to appear a search was made and neighbours found her body in a basement.

She had injuries caused by a knife or a stick and her back had been repeatedly cut.

When Reilly was arrested he admitted visiting the estate to scavenge in basements and allegedly told police he might have been there on the day Leonie died.

The trial continues today.

## £1 coin for N Ireland

People in Northern Ireland now have a £1 coin that they can identify with. The new coin features the province's linen industry and illustrates the flax plant on the reverse side.

The new Raphael Maklouf portrait of the Queen is on the other side. The coin is being struck in a standard version for general circulation and there will be four collector versions.



## Out of touch with a floating asset

By Tim Jones

Multimillion-pound institutions fear to offend the creed of rugby football in Wales. That is why the Welsh Water Authority has just agreed to pay £5,000 to Rizec Rugby Club in Gwent to compensate for the rugby balls that are swept down to the sea by the river Ebbw.

For more than 50 years, the balls kicked into the river have been recovered by an elaborate system of nets and cages operated by a pulley.

But a £1.5 million flood

prevention scheme just completed by the authority stranded the net three feet above the current and the balls bobbed underneath at the start of a seven-mile journey to the Bristol Channel.

Angry club officials complained to the authority that they stood to lose about a dozen balls a year, each valued at £25.



Plans to rebuild the pulley system at an estimated cost of £7,500 were rejected after authority experts said it could

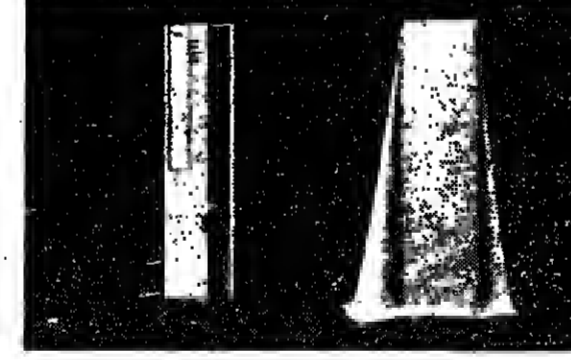
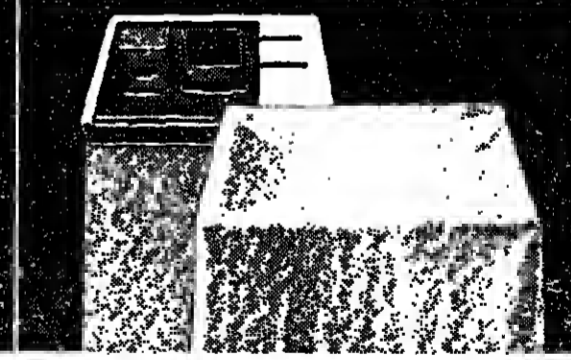
trap fallen trees, causing a flood.

Mr John James, club secretary, said: "The hand-operated recovery system worked perfectly well for at least 47 years until this scheme was completed. But I think the club will be happy with the £5,000."

A spokesman for the authority said: "It was an amicable settlement and represents only a tiny proportion of the money invested in the scheme."

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Tribunal safeguard in phone tapping

General Motors defends bid

Mrs Ag...

PARLIAMENT FEBRUARY 26 1986 Early warning • Student grants • Teachers' pay

Thatcher sends good wishes to Philippines

FOREIGN AFFAIRS The Prime Minister was sending a congratulatory message to Mrs Corason Aquino, the new president of the Philippines, and the whole House would wish to join in warmly welcoming the dramatic developments which led to her taking office...

Government deal with GEC on Nimrod system

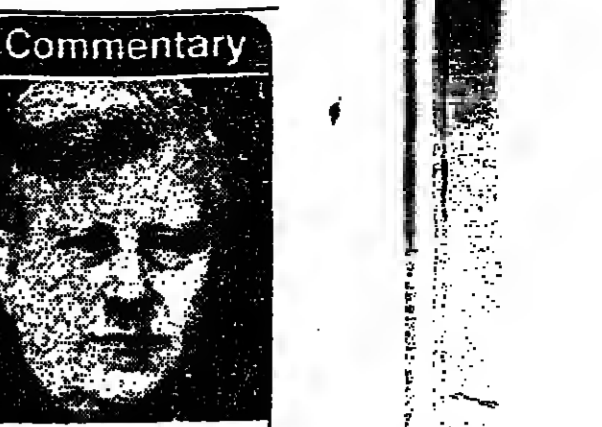
DEFENCE Details of the agreement reached between the Ministry of Defence and GEC Avionics over future work on the radar system for the Nimrod airborne early warning project were given to the Commons by Mr Norman Lamont, Minister of State for Defence Procurement...

Minister rejects plea for students

GRANTS If the Government accepted the demand of the National Union of Students for a minimum of £35 per student per week, that would add some £550 million to the cost of supporting students...

Scottish teachers urged to follow English decision

PAY DISPUTE Scottish teachers should reflect on the fact that their colleagues in England and Wales had followed by a two to one majority in favour of an interim pay settlement on the basis of resources available in England and Wales...



Commentary Geoffrey Smith What is now happening in Northern Ireland was tragically predictable from the day the Anglo-Irish agreement was signed. That was not because the agreement is a constitutional monstrosity or outrageously unfair to Unionists...

Warning on drug imports

LAW AND ORDER The thin blue line was getting dangerously thinner, Lord Harris of Greenwich, a former Minister of State at the Home Office, told the House of Lords when he opened a debate on serious crime in London...

Finance control flaws in historic buildings

HOUSE OF LORDS Weaknesses had appeared in the financial procedures of the Historic Buildings and Monuments Commission's management and a report was expected later in the day...

Heating help appeal

Mr David Winnick (Walsall North, Lab) unsuccessfully applied for an emergency Commons debate on the need to provide adequate heating assistance to pensioners and others on small incomes in view of the continuing exceptionally severe weather in all parts of the country...

Events getting out of hand

They would have put forward two alternatives for consideration: a scheme for local government-style committees, with each party holding a proportionate share of the chairmanships; and a proposal for the parliamentary integration of the province at Westminster...

Scathing Howe attack on 'SDP-Liberal hybrid'

By Anthony Bevin, Political Correspondent Sir Geoffrey Howe, the Foreign Secretary, gave a warning yesterday that a vote for the Alliance would spell disaster for Britain. In one of the most scathing attacks yet delivered against the "SDP-Liberal hybrid", he told a meeting at the London School of Economics...

Gambling solicitor's double life

The double life of Mr Norman Cass, a solicitor who stole £220,000 from clients, was revealed in the High Court yesterday. Mr Justice Allott was told that Mr Cass, aged 37, a partner in a West End firm, appeared to be a devout and moral Jew while secretly gambling away up to £400,000 on roulette at the former Playboy Club in Park Lane, London...

Jail health care is criticized

By Peter Evans, Home Affairs Correspondent Detention in prison is a health hazard, the Howard League for Penal Reform said yesterday in evidence to the Commons Social Service Committee. Hygiene in some institutions is "very poor". There is a lack of trained nurses, even in places housing the chronically ill in remand prisons housing many acutely disturbed and suicidal inmates...

Triplets for singer

Test-tube triplets including identical twins were born to Mr Roderick Kennedy, the opera singer, and his wife, Jane, aged 29, stage manager of the English National Opera Company, at Poole Hospital in Dorset a month ago. Born two months prematurely, Antonia and Elizabeth, who are identical, weighed 4lbs 10oz at birth. Their brother James was 4oz heavier...



Mr and Mrs Kennedy with their test-tube triplets.



It is not, after all, the most difficult thing in the world to buy a lowly rated mature business with highly valued paper and enhance earnings and assets per share at the end of year one. The problem is that mature businesses (bricks and batteries to name but two) tend to stay mature, so the acquirer has to buy more — and bigger — businesses in order to sustain the growth rating of the share price which makes the whole process possible in the first place.

The logical conclusion of this argument is that the likes of ICI must eventually be swallowed up if the momentum is to be sustained. But long before that rather fanciful position is reached, the market may begin to have its doubts about the ability of a central management to control such disparate organisations and, more important, about the transfer of power in what are to some extent personal creations.

FINANCIAL TIMES (LEX) 22nd January 1985

The ones most likely to get bought are those where the incumbent management have already taken steps to sort things out, but the bidder has cottoned on before the shareholders, and grabs it on the cheap.

All too often the victims are subsequently starved of the cash they need to grow because management is pre-occupied with trying to pay the interest bills or sort out a company it does not understand. So research gets cut, marketing gets trimmed and the company as a whole is weakened.

LONDON STANDARD 13th February 1986

But in too many cases today's big deals are far too much about making money, and not at all about making things.

Obviously Lord Hanson will produce counter arguments in an attempt to refute these searing criticisms, he has no option but to do so quickly in case the idea really gets round that "the Emperor is wearing no clothes."

GLASGOW HERALD 11th February 1986

EVEN Lord Hanson cannot walk on the water.

Now, though, he may have grown too big for there to be many worthwhile acquisitions left, at least in the UK. And his share price has been sagging.

DAILY MAIL 17th January 1986

THE case against Hanson Trust is a strong one. In the past year, the shares have gone nowhere in a strongly rising market.

Rightly or wrongly, Hanson Trust is perceived by the financial markets as a bicycle that has to be pedalled hard to stop wobbling.

Longer term, it must be admitted that the policy of growth by acquisition is suspect. Hanson has to convince a doubting market that it can also generate growth without takeovers.

DAILY TELEGRAPH 27th January 1986

Equally, it is still perfectly legitimate to have doubts about Hanson Trust's ability to maintain growth by acquisitions on this sort of scale.

GUARDIAN 8th January 1986

# Hanson Trust.

(We'll leave it to others to make the cutting remarks.)



The directors of Imperial Group plc (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed are fair and accurate. The directors accepted responsibility accordingly.

سكوا من الأصل

Philippines after Marcos • The people wait • Cabinet named • Role of Church

Normality a façade as nation rebuilds

From Michael Hamlyn, Manila

There was an eerie sense of normality about the Philippine capital yesterday, but it was only skin deep. Behind the façade there was an intake of breath from the new political leaders, as they prepared to tackle the problems of building a new political order. There was an intake of breath, too, from the established bureaucracy as they would wonder what would happen next.

At the headquarters of the Philippine constabulary, of which General Ramos was the commander, the desks were aligned at right angles, the surfaces carefully polished, and the officers sat behind them in attentive attitudes. The headquarters at Camp Crame in Quezon City a few miles along the straight, eight-lane highway from Manila, only eight hours before was reminiscent of an overcrowded Bedouin encampment. Blankets, bottles and bottles were strewn around the third floor offices.

nd campaign headquarters in the capital's business district. She held a series of meetings with her new ministers, including the Prime Minister, her former running mate, Mr Salvador Laurel. Smiling broadly Mr Laurel arrived and declared: "The war is over. Now we must pick up the pieces". The situation in and around her offices was far from the military precision of that of her army chief's. Crowds of rubberneckers stood around in the street and gaped at the arrivals and departures. Ambassadors from a number of countries, including New Zealand, Canada and Japan, called to offer their governments' respects and congratulations.



The deposed President Marcos is greeted by Colonel Robert Jassak, commander at the Andersen air base in Guam.

Several thousand citizens in a holiday mood tramped round the presidential gardens, gazing at the scattered debris of the previous night's orgy of looting and destruction. Mango and peanut vendors, sellers of soft drinks and cigarettes, had all set up their stall on the presidential lawns.

Mr Salvador Laurel, already named as the new Prime Minister, adds foreign affairs to his responsibilities. Although he said little at yesterday's press conference, he is clearly going to be a powerful man. The new Minister of Finance, Mr Jaime Ongpin, has been the most public of Mrs Aquino's advisers since the start of her election campaign. A businessman who was openly critical of things under Mr Marcos, he will play an important role in getting the Government's financial house in order.

Ominous parallels for Seoul

Seoul (Reuters) — The ousting of President Marcos by a determined opposition has been watched with keen interest in South Korea where the Government and opposition are locked in a growing confrontation.

a meeting with the opposition leader, Mr Yi Min U, that police had been over-zealous in blocking the opposition party headquarters and promised it would not happen again.

America, the democratization of the Philippines will bring about a domino phenomenon in the democratization of Asian countries," Mr Kim said.

Miners on Rand stay out

From Michael Hornsby, Johannesburg. The atmosphere at Vaal Reef, the world's second biggest gold mine, was tense yesterday as management reported 10,720 of the 40,000 black miners employed there still on strike. On Tuesday, some 12,000 blacks working at three of the mine's 10 shafts went on strike. Yesterday miners at a fourth shaft joined the strikers, but some others who had struck earlier reported for work, reducing the total number involved in the stoppage.

Kremlin session gets away from usual tone of self-congratulation

Gorbachov sets the seal on new era of reform

From Christopher Walker, Moscow. As the 27th Communist Party Congress began its debates behind closed doors yesterday, Western experts claimed that it had already set the seal on a new "Gorbachov era" marked by economic reform, strict adherence to Marxist-Leninist ideology and willingness, within limits, to explore new directions in foreign policy.

But some Western observers were surprised at the extent of the economic changes endorsed from the rostrum and the degree of self-criticism displayed at what is so often an embarrassingly self-congratulatory forum. Two pointers to the changing image of the Kremlin leadership stood out for special notice. First Mr Gorbachov's gesture after only a minute of standing ovation that enough was enough and second, Soviet television's decision to show shots of his wife Raisa watching his performance.

Inside Russia, Kremlin wives have in the past been scarcely acknowledged. He left no room for doubt that he is firmly on the side of the reformers in the great debate about rescuing the economy," one senior diplomat said. "But he specifically ruled out any resort to market forces in the drive to end shortages. Whatever else, this man is a real believer in communism."

Much of the preceding five hours - which were often heavy on rhetoric and light on specifics - had been used to demonstrate to the party faithful that new faces did not mean any weakening in ideology. At one point, Mr Gorbachov paid tribute to the KGB and warned they would have to be more vigilant than ever against escalating attempts at subversion by Western secret services. This and other pointers gave little comfort to Soviet Jews and other dissidents always hoping for a sign of forthcoming liberalization.

Speech casts spotlight on the Soviet trouble areas

Further excerpts from the speech made by Mr Mikhail Gorbachov, the Soviet leader, to the 27th Congress of the Soviet Communist Party, the text provided by the Soviet news agency Novosti.

new type of family is a complicated process that involves many problems. In particular, although the divorce rate has dropped in the past few years, it is still high. There is still a large number of unhappy families. All this has a negative effect, above all, on the upbringing of children, as well as on the morale of men and women, on their work and public activity.

technological progress is impossible today without high quality standards. We are losing large material and moral losses because of flaws in design, deviations from production methods, the use of low-grade materials and poor finishing. This affects the precision and reliability of machines and instruments and hinders satisfaction of consumer demand for goods and services.

Domestic Issues

Human rights:

The whole range of the Soviet citizen's socio-political and personal rights and freedoms should promote the broadening and further development of socialist democracy. The party and the state regard the deepening of these rights and freedoms and the strengthening of their guarantees as their primary duty. But the gist of socialism is that the rights of citizens do not, and cannot, exist outside their duties.

The manpower shortage:

Some economic managers complain of a manpower shortage. I think the complaints are groundless in most cases. If you look into the matter more closely you will see that there is no shortage of labour. But there is a low level of labour productivity, inadequate work organization and ineffective incentive schemes.

China:

One can say with gratification that there has been a measure of improvement in the Soviet Union's relations with its great neighbour socialist China. The distinctions in attitudes, in particular, to a number of international problems remain. But we also note something else - that in many cases we can work jointly, cooperate on an equal and principled basis, without prejudice to third countries.

The family:

Our achievements in cultivating the new, socialist type of family are indisputable. Socialism has emancipated women from economic and social oppression, securing for them the opportunity to work, obtain an education and participate in public life on an equal footing with men. Yet the formation of the

Alcoholism:

A fight has been mounted across the country against hard drinking and alcoholism. In the name of the health of society and the individual, we have instituted resolute measures and started a battle against traditions that were shaped and cultivated over the centuries. While we should have no illusions about what has been accomplished, we can safely say that drunkenness has been ebullient out of factories and that there is less of it in public places.

Foreign policy

Counter-revolution and imperialism have turned Afghanistan into a bleeding wound. The Soviet Union supports that country's efforts to defend its sovereignty. We should like, in the nearest future, to withdraw Soviet



President Corason Aquino and her Prime Minister, Mr Salvador Laurel, at a Manila press conference yesterday.

Old regime surprises in new line-up chosen by Aquino

From David Watts, Manila

Mrs Corason Aquino's new Philippines Cabinet strongly reflects the new President, but there are some surprising re-appointments from the Marcos era. Post-revolutionary Manila is a mass of conflicting political cross-currents which have been complicated by the late intervention of the Enrile-Ramos rebels. Late desertions from the old Marcos party have to be paid back, and first impressions are of a rather mixed bag of politicians which may take some time to form a cohesive unit.

Elections, Mr Jose Concepcion, gets his reward as the new Minister of Trade, while a new commission to reorganize the Government goes to a Marcos loyalist, Mr Luis Villafuerte. Mrs Aquino clearly means what she says about there being no reappointments for the past.

Mrs Aquino's press spokesman, Mr Saguisag was well known under Mr Marcos as a tireless human rights lawyer. In the early days of a new and so inexperienced government there are bound to be contradictions, but perhaps the most profound appears to be the conflicting signals on political offenders.

Mayor dies

Manila (Reuters) — The mayor of Manila's Makati financial district, Mr Nemesio Yabut, aged 60, a key supporter of deposed President Marcos, died of a heart attack in hospital yesterday.

Cardinal sets poser for Pope

From Peter Nichols, Rome

Mr Laurel told an American television station that the Government would grant amnesty to all political offenders, including insurgents of the Communist New People's Army, among them those now in the hills.

Now the immediate crisis in the Philippines is over, the Vatican is evaluating the significance to the Roman Catholic Church as a whole of the decisive hand taken there by the bishops under the leadership of Cardinal Jaime Sin, Archbishop of Manila. What he did in entering the political arena was without precedent in modern church affairs, and he took the initiative in declaring the rule of President Marcos over without consulting Rome first.

Mayor dies

Manila (Reuters) — The son of the late foreign minister, Mr Alberto Romulo, becomes Budget Minister, and Mr Teodoro Locsin, whose family lost their publishing interests under Mr Marcos's martial law, is the new Minister of Information.

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Price protest chaos in India

Bombay (AP) — A general strike in protest at food and fuel price rises paralyzed the financial hub of 10 million people and crippled activity in much of the country. Demonstrators blocked roads and squatted on railway lines, many of them shouting "Down with Rajiv Gandhi".

Bolivian faces genocide trial

La Paz (Reuters) — Bolivia's Congress has ordered the trial of former president Luis Garcia Meza on charges of genocide, armed sedition, fraud and robbery. General Garcia Meza, who was toppled in August 1982 and is hiding abroad, is accused of torturing and murdering many of his political opponents.

Don't call us, we'll call you

Newark (UPI) — Allen Egan Tildesley was the prime suspect in a \$370,000 armoured car robbery, after 18 months on the run he wanted to give himself up. But when he tried to surrender to FBI agents, he was unable to persuade them to arrest him — despite repeated telephone calls. They eventually discovered their mistake and obliged.

New problem on transplant

Tucson (UPI) — Doctors treating Mrs Bernadette Chayrez, the world's first recipient of two artificial hearts are fighting a new complication — fungal pneumonia. Mrs Chayrez, aged 40, Phoenix, was listed in critical but stable condition at the University of Arizona Medical Centre.

Baby burnt

Adelaide (Reuters) — Robe McQuade, aged 31, who wrapped his girlfriend's five-month-old baby boy in blanket and put him in microwave oven has been jailed for seven years. Three of the baby's toes had to be amputated.

Giving up

Tokyo (UPI) — Yoshiai Yamada, aged 37, a member of the radical Japanese Red Army, gave himself up to police when he returned home after 13 years in self-exile.

Poison traces

Nashville (UPI) — Traces of cyanide have been found in Tylenol capsule lying near the body of a man who had been dead for days before being discovered, but a doctor would not confirm the cause of death.

Couple's plea

Pasadena (UPI) — A 17-year-old boy has pleaded not guilty to fatally shooting his father, an executive of a Philippine opposition newspaper, and his girlfriend pleaded not guilty to being an accessory. They allegedly tried to disguise the killing as a political assassination.

Judge's offer

Flagstaff, Arizona (UPI) — Judge Dan Lewis Smith to two and-a-half years in prison for starving their 10-month-old son to death, offered to reduce their sentences if they would get themselves sterilized.

Comet shot

White Sands Missile Range New Mexico (UPI) — A sub-orbital rocket launched to study Halley's Comet has successfully returned its payload, including the camera and film taken of the comet.

Spying charge

Catania (AFP) — An Italian Air Force officer and a businessman were charged with handing over to Libya documents on the Nato base in Comiso, Sicily, where US cruise missiles are to be deployed next year.

Ice marathon

Leeuwarden (Reuters) — More than 16,000 skaters set off over the frozen canals of the north Netherlands on spectacular ice marathon being staged for the 14th time in a century.

Aids action

Stockholm — A Swedish woman whose only son, aged nine, died from Aids after receiving infected blood plasma, has started legal proceedings against the American company said to have supplied it.

Beaked whale

Lincoln City, Oregon (Reuters) — A Bering Sea beaked whale, so rare it has been seen only a few dozen times a man, has beached itself and died near here.

mak

# Wellington row starts after Queen refers to anti-nuclear policy

From Stephen Taylor, Wellington

The Queen became embroiled in a political row in New Zealand yesterday over her speech at the State Opening of Parliament in which she articulated the Lange Government's intention to maintain its controversial anti-nuclear policy.

Outlining the Government's programme as the Queen of New Zealand, she referred to the Nuclear Free Zone Bill introduced last year, and said that while it was not New Zealand's intention to weaken the security alliance with the United States or Australia, it was acknowledged that the Anzus pact was the subject of dispute.

She added: "When differences arise, the soundness of any friendship is revealed by the efforts made to seek a resolution of those differences. The Government will adopt every diplomatic initiative possible to reach a satisfactory settlement."

Her speech immediately prompted an attack on the Government by Mr Jim McLay, the Opposition leader, for what he said was insensitivity in including matters of controversy. It was unspoken convention, he said, that New Zealand governments ensured that the Queen was not required to speak on politically sensitive subjects.

Mr David Lange, the Prime Minister, said that the Queen had seen and approved the speech, and that the section dealing with Anzus was not contentious.

Although perfectly proper constitutionally, the speech served to underline an irony in the Queen's different roles: as Queen of New Zealand she outlined policies yesterday which it is hard to conceive she would articulate as a British monarch, whatever government was in power.

Mr Michael Shea, her press secretary, said that she was precluded from interfering with a speech prepared by the New Zealand Government.

At a state banquet last night the Queen made light of the incident in which two women threw eggs at her on Monday. She said in a speech: "New Zealand has been long renowned for its dairy produce — though I should say that I myself prefer my New Zealand eggs for breakfast."

The Government meanwhile said it would be apologizing to Mr Dun Mithaka, a Maori activist who was arrested on Tuesday while the Royal couple were attending a Maori reception. Mr Mithaka, who was wrongfully detained for non-payment of a fine, has threatened to make a bare-bottom protest during the visit.

A Maori man arrested after baring his bottom at the royal party was remanded on bail of \$NZ50 (about £18) yesterday when he refused to plead to a charge of disorderly behaviour.

# Royal walkabouts will continue

From Our Special Correspondent, Wellington

This week's attack on the Queen by a pair of egg-throwing demonstrators produced a frisson of shock in the royal household. But there appears no likelihood that the Royal Family will withdraw from the kind of intimate public contact which gives their security men nightmares.

As the Queen and the Duke of Edinburgh went on walkabout yesterday, a senior member of the household reflected: "The police were horrified before and they are horrified now. They are quite right. It's the most dangerous situation she can be in. But she insists on doing it."

Yesterday's walkabout was, in fact, a bit out of the ordinary. It had nothing to do with the ombers, which would certainly not have had statisticians reaching for a record book, while the crowd was no more than usually enthusiastic for a glimpse or a chance to exchange a few words with the royal couple.

The distinction of the Wellington walkabout was the place itself. For this is where the practice which has made the Royal Family far more culpably human for many of the Queen's subjects was first put to the test during the 1970 royal tour to New Zealand.

"The Queen wanted a way to get closer to people," one of those involved said yesterday. "That was what got it all started." Its success led to the concept being incorporated in most subsequent royal programmes.

# Grammys dominated by British musicians

Los Angeles (Reuter) — Phil Collins was the leading Grammy winner as British artists dominated the National Academy of Recording Arts and Sciences annual awards.

Collins, vocalist, drummer, composer and producer, took the album of the year award for *No Jacket Required*, and was also voted producer of the year for the album.

The British singer Sade was voted best new artist, and to complete the British invasion of the Grammys, guitarist Jeff Beck was best rock instrumentalist, Dire Straits best rock group, Cleo Laine best female jazz singer, Andrew Lloyd Webber best contemporary classical composer, and the Rolling Stones were given a lifetime achievement award.

The Rolling Stones were recognized as "the most volatile and intact group to survive the sixties". The award was presented to the band at a ceremony in Loodoo's Roof Garden Club by guitarist Eric Clapton and relayed live to the Los Angeles audience.

"We Are The World" from the US was voted best song, best record and best short video of 1985. It was sung by US Aid For Africa, a group of more than 50 leading recording artists.

The three accolades brought awards to Jackson and Ritchie as writers of the best song, and to Quincy Jones as producer of the best record.

Other lifetime achievement awards went to jazz clarinetist and band leader Benjoy Goodman, and classical guitarist Andres Segovia. Tina Turner was voted best female rock singer of the year, and Doo Henley, formerly of the Eagles, took the best male rock



Special Grammy awards to George and Ira Gershwin are accepted by Mrs Ira Gershwin (top) from Barbra Streisand; the British artist Phil Collins (below) won three awards.

singer award. Jazz trumpeter Herb Alpert admitted to being nervous in presenting the award for the best Latin pop performance since one of the five contenders was his wife, Lani Hall. When he opened the sealed envelope the winner was — Lani Hall.

# Three key European polls

## Socialist anger at suggestion of rigging in Spain

From Richard Wigg, Madrid

The run-up campaign for Spain's referendum on March 12 on whether to remain in Nato has quickly taken on suspicious and intolerant tones.

In the only Nato country so far to hold a referendum on the issue, the strains of such a divisive matter as defence have quickly become apparent for a still new democracy.

In spite of an appeal for calm by Señor Felipe González, the Prime Minister, opening the campaign on television on Tuesday night, the right-wing opposition has voiced its suspicion that the results might be rigged by the Government.

The Socialist Party has blocked all opposition moves to debate the matter in Parliament until after the referendum.

Polls have shown a stubborn majority for leaving the Atlantic Alliance which Spain joined in 1982, just before the Socialists won office.

Señor José Barrionuevo, the Interior Minister, has insisted the results will come from the National Election Commission and Señor González has acedly reminded Señor Manuel Fraga, the opposition leader, who was once Franco's Information Minister, that "the days of fixing referendum results are long past".

The Socialists, who with 202 votes control Parliament, can point to the practice of suspending Parliamentary debates during regional election campaigns as a precedent.

But when the opposition tried to insist that its ques-

tions would also help clarify voters' minds the Socialist reply was: "It is not a good thing to confuse those who have to decide in the referendum, so the fewer questions the better."

In his broadcast Señor González repeated the Government's central argument that a "yes" verdict is the only position consistent with having just joined the EEC.

Señor Alfonso Guerra, the Deputy Premier, has been touring Asturias, the northern mining region, promising a cut in petrol prices and telling young voters that by staying out of Nato's command structures, as the Government proposes, they will never have to do any military service abroad.

While the Socialist Party rank-and-file are manifestly uncomfortable about their leaders' volte face over Nato since coming to power, there are signs that the temptation to "punish" a Socialist Government by voting "no" looks too tempting for many opposition supporters, landing them incongruously in the same camp as the Communists.

Señor Fraga's instructions to abstain appear far too clever a manoeuvre, especially when he wants full integration in Nato.

Señor Javier Pradera, the man in charge of leading articles on *El País*, the Madrid newspaper, has resigned after readers protested, reasonably enough, that the newspaper's impartiality had been damaged by his personally marshalling signatures for a pro-Nato vote.

## French voting change increases candidates

From Diana Geddes, Paris

Nearly 7,000 candidates will be contesting 555 parliamentary seats in the 96 departments of metropolitan France on March 16, according to figures released by the Ministry of the Interior.

Figures for France's nine overseas territories and departments, where a further 22 seats in the new National Assembly will be contested, are not yet available. At the last general election, in 1981, there were only 2,719 candidates. The new system of proportional representation, to be used for the first time, seems partly responsible for the increase in candidates.

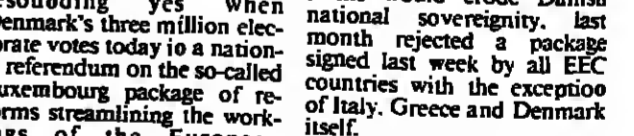
All but four of the 40 government ministers are standing for election, as are 13 senators and 80 per cent of the outgoing Assembly of 491 deputies. As usual, teachers form the biggest single category of candidates — 17 per cent of the total.

Only one quarter of the candidates are women, and they are usually placed so far down the lists that they stand little chance of being elected. There are only 28 women deputies in the outgoing Assembly.

In all, 807 lists are being presented in metropolitan France, an average of eight per department. The right-wing

National Front will be fielding candidates in virtually every department for the first time. The ecologists are presenting lists in 34 departments. Nearly 200 lists are being presented by diverse left-wing and extreme-left groups, in spite of the new PR system.

The figures were released on Tuesday after the deadline for the registration of candidates.



Under new campaign publicity rules party political broadcasts are being regulated to give equal time to Right and Left for the remaining three weeks of the campaign.

A total of 90 minutes television and radio broadcasting time has been allocated to be shared between the parties with deputies already in parliament. The Gaullist RPR and Centre-Right UDF parties are to take 45 minutes each, with 25 minutes for the Communists and 65 for the Socialists.

## Danes likely to back EEC reform package

From Christopher Follett, Copenhagen

Opinion polls forecast a resounding "yes" when Denmark's three million electorate votes today in a national referendum on the so-called Luxembourg package of reforms streamlining the workings of the European Community.

The latest opinion polls, published in *Borsen*, the financial daily, predict 61 per cent for the reforms, with 39 per cent against.

The referendum was called when a leftist parliamentary majority, fearing that the re-

forms would erode Danish national sovereignty, last month rejected a package signed last week by all EEC countries with the exception of Italy, Greece and Denmark itself.

The centre-right Government, which supports the reforms, has warned that a "no" could signal Denmark's gradual exit from the EEC and economic disaster. Denmark's People's Movement Against Membership of the European Community has vowed to campaign for a new plebiscite on Danish membership.

President Ershad will announce the exact date early next month, but it is not yet known whether the 49 million voters will be asked to vote on the same day for a new Parliament and a President.

The two main opposition alliances have threatened to boycott polls unless they are preceded by General Ershad's resignation and the lifting of martial law.

Three previous attempts to hold elections have been abandoned because of opposition boycott threats.

President Jayewardene conveyed his views to the High Commissioner, Mr Jyotindra Nath Dixit, who had told the President of India's concern about a recent upsurge in violence between Tamil separatist guerrillas and government troops.

Mr Dixit later flew to Delhi for consultations on the Sri Lankan crisis, carrying a message from President Jayewardene for the Indian Prime Minister, Mr Rajiv Gandhi, who has mediated in an attempt to resolve the conflict.

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THE ARTS

Television  
A spread of red

As the old song put it, "Stalin wasn't stalin", even after the cessation of hostilities. Part of the American response was the Marshall Plan, which provided munificence for the "rehabilitation" of Western Europe while perpetrating a form of economic colonialization. Channel 4's second series of rerun propaganda newsreels of the period, *The March of Time: The American Century*, pointed out that the agency which dispensed these megadollars was staffed in the main by American businessmen, identifying two of them as former directors of Time-Life, whose president Henry Luce was the inspiration behind the newsreels.

So much for conspiracy theories. The "documentary" itself turned out to be a predictably visible blend of dubiously voice-overed clips purporting to show the evil spread of red tentacles across the globe from "once-proud Poland" to "the legendary Danube". There were also inserts of well-groomed actors posing as average Joes to deliver lines such as "we shoulda cracked down on those huns at the end of the war".

Uncle Joe, meanwhile, went from strength to strength, notwithstanding the global indignation marshalled against him. Indignation was evident, too, in the programme that followed on the same channel, the tub-thumping *Diverse Reports*. The journalist Anna Coote seized the platform provided to persuade socialists to espouse the incorporation of the European Convention on Human Rights, in which case she was abetted by Harriet Harman MP, Lord Scarman and all.

The General Secretary of the N.C.C.L. rehearsed a litany of allegedly repressive legislation, there were shots of freezing coppers in the snow of Minsworth and we saw stretches of well-picketed razor-wire somewhere in east London. Miss Coote did not help her case by omitting to mention, in a round-up of "retrospective legislation", that Norman Fowler's high-handed mistreatment of Social Security claimants was reversed by the courts (which surely demonstrates the continuing efficacy of judicial safeguards), while her statement that "most people have to rely on legal aid" is not satisfactory in civil suits (and I suspect this includes Miss Coote herself) even to much to qualify for this dubious safety net.

Martin Cropper

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Theatre

Lovingly shaped family comedy

Brighton Beach Memoirs  
Lyttelton

Neil Simon has long since proved himself the finest playwright operating within the limits of the commercial American theatre. Other able comic technicians have successfully adapted their material to Broadway taste; but with Simon there is rarely any sense of compromise. He writes as a free artist whose work happens to square precisely with what his public will take.

But, just as Ayckbourn has met with transatlantic resistance, so Simon has persistently been cold-shouldered by the London public, and since his early wisecracking days (again paralleling Ayckbourn) into serious comedy. The reason for this, I suspect, lies partly in his open reliance on autobiography, which is far more popular among American than British spectators. The sight of a man telling his life-story with a cast of stars is thrilling to Mr Simon's compatriots; it encourages the dream that anybody can make it to the top. The appetite for such personal revelations is seldom indulged by British writers, and I doubt whether it would have done Ayckbourn's houses much good if he had publicized his real-life models for

*The Norman Conquests and Bedroom Farce*

I hope therefore that readers of this newspaper and of other advance interviews will put aside the memory of Mr Simon's Brooklyn childhood and his hero-worshipping relationship with his brother Danny, and take *Brighton Beach Memoirs* at its face value, as a beautifully shaped family comedy with its heart in the right place even though it is simultaneously worn on the sleeve.

Set in 1937, the piece follows a stormy week in the life of a hard-pressed Jewish immigrant family. Jack, the father (Harry Towb), puts in a nine-hour day as a tailor's cutter, and then goes on to a spare-time job to support his own family and that of his wife's widowed sister. Large as it is, Carl Tom's cross-section of their two-storey house is bursting at the seams, and the voice of Frances de la Tour, as the mother, is habitually pitched to a note of weary exasperation as she prepares yet another hated dinner of liver and cabbage.

Building up to two such unappetizing meals, the play simultaneously examines the shared life of the family and the fortunes of its separate members. Blanche, the sister, is encouraging the attentions of an Irish neighbour; her daughter Nora wants to leave school and take her chance in show business. Stanley, Jack's eldest son, comes



Happy families? — Steven Mackintosh and Frances de la Tour (right), with Alison Fiske (left), Lisa Jacobs and Robert Glenister

home from his shoe-shop job under threat of the sack. Put like that, it sounds like the small change of domestic situation-comedy. But there are two elements that transform it into something at once much funnier and more serious.

The first is Simon's use of the younger brother, the 15-year-old Eugene, as his spokesman. In the first torments of puberty (dropping his napkin so as to spy on Nora's legs under the table) and rage against his illogical parents ("Stop that yapping", his mother barks; "I've got a cake in the oven"), Eugene treats the audience as the ideal court of appeal for which adolescence always yearns. He is also temperamentally a watcher; not only of any female flesh caught unawares in the bathroom, but of the miniature political dramas

enacted through every room of the house — and also, needless to say, of himself. "As long as I didn't get blamed, I didn't feel too bad", he confesses; then adds, with the self-satisfaction of a keen observer, "I discovered a streak of selfishness in myself".

It goes without saying that Eugene also sees himself as a writer; but this is yet another comic element. The comparison with Adrian Mole is, plausibly but irresistibly, the idea of putting it down, is, for Eugene as for Adrian, a means of putting an aloof distance between himself and these people he happens to have been condemned to live with; it goes along with the orphan fantasy, which he also raises as if nobody else had ever thought of it. With his ill-fitting knickerbockers and ac-

eusing, bespectacled gaze, Steven Mackintosh's Eugene is a truthfully hilarious embodiment of the last days of childhood.

Simultaneously, as Eugene comes into comic focus so do the lives upon which he is focusing; and Simon has organized these so as to present an ever-widening series of social circles. There is the narrow circle of the family itself; beyond that there is the outside world of opportunity and defeat — with Stanley running the danger of losing his job by challenging his bullying boss. The row over Blanche's new man brings Irish-Jewish hostilities into the foreground. Meanwhile, news that a party of Polish refugee relatives are due to descend on the family stretches the net out to the limit. Beginning with a family, Simon

ends up by writing about his country.

The tone throughout, even in passages on the brink of sentimentality, is utterly secure. Characters, who seem sketchily drawn all spring to life when their moment arrives; particularly so in the case of Alison Fiske's poor-relation Blanche who rockets in a climactic row with her sister. As usually with Simon, the scenes are mainly laid out as duologues, but they offer prolonged chains of thrifty comic invention and, in Michael Rudman's production, each two-character encounter appears in the context of the whole life of the house. There are times when the very furniture seems to be breathing.

Irving Wardle

Dance

Well worth a wide showing

Aniuta  
San Carlo, Naples

Well, the two greatest male dancers of our time have both decided to cast themselves as grey-haired fathers in their latest ballets (I must add that they both need to powder their heads for it). Rudolf Nureyev plays the doctor in his production of *Washington Square* at the Paris Opéra and Vladimir Vassiliev is the widowed Piotr Leontievich in his *Aniuta* in Naples.

You could translate *Aniuta* freely and facetiously as "Little Orphan Annie". The Chekhov short story on which it is based is called *Anna round his neck*, a punning reference to the troubles its heroine brings on her husband and to the award he dreams of, the ribbon and cross of the Order of St Anna. Helpfully, the San Carlo programme prints an Italian translation of the complete tale, but I think anyone could follow the action without that help.

It concerns Annie who, when her musician father takes to drink after his wife's death and neglects his work, sacrifices herself to marriage with a pompous little government official for the family's sake. But he is too mean to help daddy and her little brothers. Saddened, she blossoms only at a local charity



Warning spark of humour: Vladimir Vassiliev at the ball

ball, where her beauty and innocent flirtatiousness turn all heads, including that of the Governor.

The balance between comedy and tragedy is very nicely struck, not least because all three leading characters show qualities that are likeable although less than admirable. Edkaterina Maximova makes a convincing young girl in the opening scenes, puts a soft bloom on a love duet with the poor student whom she relinquishes for her marriage, and blossoms gloriously in the ballroom episode.

Here she runs a gamut of moods from shy surprise to exhilarated delight, from a duet that carefully keeps a handsome young suitor at his distance, through the wild enthusiasm of two eager officers, to the *soigné* attentions of His Excellency himself. On the way she takes in solos that show her still a prodigious virtuoso and a subtle stylist, but the most memorable moment of all is when, reappearing with the Governor after a discreet retirement, drunk with attention more than wine, she teeters with tipsy gravity down a short flight of steps.

Gali Abaidulov, another Russian guest (from the Maly Ballet in Leningrad), proves the perfect foil as her silly husband Modest. With a balding dome to his long head, and a comfortable little paunch (the former genuine, the latter artificial), he holds himself in stiff dignity but moves with surprising sprightliness. When he finally gets the medal he wants, negligently handed over by the Governor as a little sweetener, his joy knows no bounds. Well, almost none: he does remember to offer only his little finger for underlings to shake in congratulation.

Vassiliev has given most of the dancing to these two and to the local company, but his own performance is unmistakably a starring role for all that. With spectacles perched precariously way down his nose, neatly bearded, and in suits that give him a faintly neglected look, he runs to seed before your eyes but still maintains a warning spark of humour.

but still able to delight in the falling flakes; or earlier, when memories of his dead wife set him dancing, gently, gratefully, the memory of a youth in a greybeard's body.

It is much to the credit of the San Carlo company that they hold their own in such stars. Agostino d'Aloia as the poor student and Fulvio d'Albero as the most dashing of her admirers both cope unflinched by the tricky partnering which their duets with Maximova demand. D'Albero has some nippy solos too, and several other dancers stand out in brief roles, not least Margherita Veneruso as a pretty skater.

Violetta Elvin has just taken charge of the ballet company. Anyone who remembers her as a ballerina with the Royal Ballet for its first decade at Covent Garden — the only rival ever to give Fonteyn a run for her money — will be unsurprised to know that, returning to ballet after years of domesticity, she sees her first priority as raising standards of professionalism and morale. She has good material to work with.

A problem is that they dance seldom except in the operas. After are no more ballet nights until June, when Carla Fracci will dance in a new *Romeo and Juliet*. For the 1986-87 season Elvin has been promised three ballet programmes; she wants to increase that in subsequent years to four, to maintain a repertoire, build up Italian dancers and undertake tours.

*Aniuta* should help with that. It is well worth showing more widely. Valeri Gavrilin's score is attractive, tuneful, not very deep but good light music. Bella Kaplan Maniuevich's costumes are stylish, and her settings allow the action to move quickly from one scene to another.

Vassiliev has adapted the ballet's structure from an earlier film ballet by Alexander Belinsky, but the two-act version is about twice as long, with extra scenes and all new choreography. The characterizations are effected more in dance than acting, and the plot unfolds with the clarity, swiftness and deliberate exaggeration of a strip cartoon. The Neapolitan audience, usually more interested in opera, responded enthusiastically. For the Russian guests and the local dancers alike, a definite success, and for the new ballet director a most auspicious beginning.

John Percival

Fires of London/  
Cleobury  
Elizabeth Hall

The Fires of London are victims of their own success. Having built up a reputation for music-theatre, they tend to lose much of their audience when there is not a Maxwell Davies spectacular on the bill. On Tuesday night this was a problem both for them and for us, since musical communication becomes hazardous across so many rows of empty seats. But they still pleased with a programme of excellent chamber music, completed by an outrageous novelty.

This was *Excuse Me*, a dance in which Davies joins hands with Charles Dibdin. By comparison with the treatment he has handed out to Purcell and Handel, this was a benign espousal of the English past; the vernacular tradition has, after all, fewer pretensions to prick our ears than the four Dibdin songs do not go without considerable alteration in being arranged for Mary Thomas and sextet, and his talk in the programme of taking "a few liberties with the music" has to be understood as just one of his jokes. But the effect is to give Dibdin the benefit of superior craftsmanship and modern disharmony; Davies is on his colleague's side. What results is a cynical caricature of marriage, a mad scene (inevitable, perhaps, but effective), a lament and a drunken ditty, this last cut off for a coda of extraordinary pathos where the cello sings the tune of the lament, joined by high violin in what is perhaps Davies's fond farewell to the comprehensible anxieties of the 1790s.

The other new piece was much more serious. Having contributed one strong work to the Fires' repertoire, Philip Grange was invited back for a second, and has produced in his *Variations* a piece that is formally ingenious, full of imagination, often very lively and yet consistently in earnest. The only false note was struck in the opening slow movement, but there it could well have been the fault of a weak percussionist that the taps and scrapes sounded like so many inert signals. The challenging scherzo has an impressive harmonic roundness and beautiful liquid doublings; the finale brings together the substances of the other movements in a pregnant collision. This is altogether a piece that demands to be heard again — like Bayan Northcott's Sextet, whose second performance took one a little further into its suave, sure movement and its wit.

For the rest, there was more Davies. David Campbell, accompanied by Stephen Pruslin, played *Hymnos* and the early Clarinet Sonata with firmly dedicated mastery, and the *Seven In Nomine* were torn out of the air by the evening's conductor, Nicholas Cleobury.

Paul Griffiths

LPO/Solti  
Festival Hall

Tough, decisive and lean. Sir Georg Solti's view of Bruckner's Symphony No 7 compelled attention precisely because it seemed to cut against the music's natural grain. Bruckner the creator of lyrically expansive, epic paragraphs; Solti the master of sudden impact: they comple-

Concerts

mented each other in a tense, unpredictable sort of way. Solti's approach was evident from his vivid handling of that huge opening theme. The dynamic range he squeezed out of it was enormous, the prominence given to tune over background possibly a shade blatant. Time and again these qualities re-emerged, but it was his extraordinarily clean-cut phrasing that most caught the ear. Greatly in evidence was that familiar, impatient flick of the left wrist: the Solti signal that one phrase has been signed, sealed and delivered, and another is about to start. There were few attempts to smooth over thematic transitions which Bruckner himself deliberately left jagged.

Only at the Adagio's start did this strategy seem short-winded and a little too calculating for such intense outpourings (Bruckner's "funeral music" for his revered Wagner, after all). But as the movement progressed Solti's refusal to sentimentalize, and his unmatchable ear for rich orchestral forces that stop just short of stridency, paid dividends. The climax, reached via a series of exactly graded crescendos, will long linger in the memory; even the cymbal and gong contribution, seemed reluctant to sit down and resume his eternal vigil.

A fine performance by the London Philharmonic Orchestra was marred only by some nondescript Wagner-tuba playing. The instruments glinted handsomely; the players' technique sounded a bit rusty.

Richard Morrison

Hemsley/Vignoles  
Wigmore Hall

David Wilson-Johnson caused a flurry if not an avalanche along the *Winterreise* when he recorded its revised edition rather than Schubert's allegedly arbitrary one. Thomas Hemsley, now celebrating the thirty-fifth anniversary of his first London song recital, has done it both ways. The conviction with which he not only states but, in his seemingly ageless baritone, realizes his preference for Schubert's order is absolute. Tuesday's performance was outstanding in its cumulative power and integrity.

He justifies his choice in purely musical terms. He proves that there is no need to give the words the microscope treatment: Schubert's very settings activate them if only the performer has the ears to

Hilary Finch

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# Winner in the Filipino power game

## THE TIMES PROFILE

SALVADOR LAUREL

Amid the turbulence of politics in the Philippines, Salvador Laurel, appointed yesterday by Corazon Aquino as her vice-president, prime minister and foreign minister, represents a stabilizing if paradoxical link with the past.

For Laurel comes from a distinguished family which counts a president, ambassador and provincial governors among its forebears. The irony of the present situation is that had it not been for the assassination of his old friend Benigno Aquino in 1983, the two men might even now have been vying for office, renewing the kind of political activity that has not been possible since the introduction of martial law in 1972 by the former president, Ferdinand Marcos.

It was in 1972 that the bicameral House of Congress was dissolved and Laurel entered a political wilderness. Seven years previously "Doy" Laurel's older brother Jose, as speaker of the House of Representatives, had ensured for Marcos the presidential nomination and election.

In 1971 Marcos dumped the older Laurel as speaker, but his enemies continue to blame the family for their part in the making of the president. The complexities in the relationship between the Laurel and Marcos families are compounded by the fact that the ex-president owes his life — three times, by his own account — to the Laurels.

In 1939 Jose P. Laurel Senior, the new prime minister's father, as chief justice drafted the Supreme Court judgement that acquitted Marcos of the murder of a political rival. Later, as president during the war-time occupation, he twice secured Marcos's escape from the Japanese police, who were bunting the young partisan leader.

In the final months the family were evacuated to Tokyo, and among their group was Benigno Aquino Senior, who served in the occupation government. Young Doy was at school there, head shaven, speaking Japanese, with children of other government officials whose fathers worked for administrations in countries occupied by Japan.

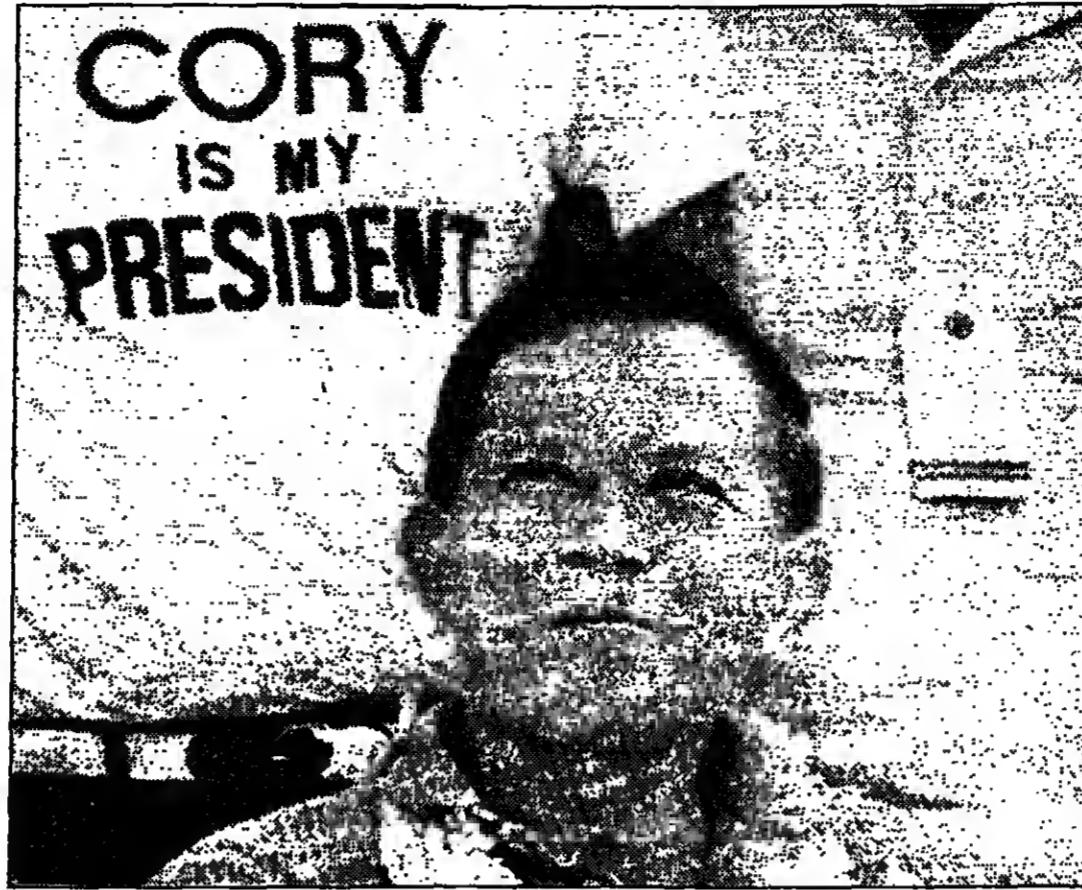
After the war Doy's father and others were tried as collaborators. Doy himself remains convinced that if there had been a verdict his father would have been acquitted; in the event Manuel Roxas, then president, issued a general amnesty and Jose P. Laurel Senior was freed.

The issue of collaboration remained dead in the Philippines until Marcos's campaign managers resurrected it in an attempt to counter allegations of the president's faked war record as a hero of the guerrilla resistance to the Japanese.

As his family and the majority of Filipinos see it, Laurel père was only doing his duty, protecting his compatriots caught between the hammer of the Japanese invader and the anvil of the American liberator.

In 1949 the old man did try to make a comeback as an elected president. His son believes that he had sufficient popularity to win. But, he adds with ironical topicality, "it was a crooked, bloody election".

Young Doy is now 57, and was the original choice for presidential candidate of Unido, the biggest opposition grouping in the Filipino parliament. Towards the end of martial law in 1978 he was elected an MP, but he did not follow Marcos into the breakaway New Society party, and has since set himself at a distance from the politics of those years.



Power at last: Salvador Laurel, right-hand man to Corazon Aquino

None the less, other opposition parties regarded him as being too closely identified with the old regime, and he was eventually obliged to stand down in favour of Mrs Aquino. He has thus come to occupy a peculiar common ground between the Aquino family and the late presidency which it so bitterly, and fatally, opposed.

During the election campaign, Laurel's political views were nowhere in evidence. He confined himself to attacking Marcos's record on everything from human rights to the economy. Given his family's strong ties with the Marcos family, however, there were suggestions during the campaign that he might join the Marcos ticket as vice-president, if the incumbent president looked likely to attract enough support. It would certainly have suited the

interests of both, and Marcos never denied it.

Laurel has always been ambitious for high political office. It is difficult to identify his specific political beliefs, although he can be expected to take a conservative attitude to the American bases on the Philippines. He is also seen as the politician with the closest ties to Japan, through his father, and is clearly seen as an "asset" by Tokyo.

A short, muscular man with a dark and powerful voice, Doy hails from Batangas province, south of Manila, whose sons are noted for their fiery disposition. His family can trace its ancestry to a scion of the Sultanate of Brunei before the arrival of the Spaniards in the Philippines.

Doy's boyhood was spent in a strict household. As a student of

the violin, his earliest ambition was to become a professional musician, but the impulse waned on the night when he had to play for some dinner guests and discovered to his dismay that musicians eat last on such occasions. His father urged him to take up medicine, but law proved a more attractive option, and he left to take a master's degree at Yale.

By 1949 the politician within him had started to assert itself when he was the latter-university oratorical competition sponsored by the Civil Liberties Union with a contribution called "Child of Perilous"; it was a clear forerunner of the modern style of Doy oratory, laying siege to the older generation of Filipinos just as he has more recently done to the Marcos presidency.

One section of that speech, he had founded the Citizens' Legal Aid Society — payment for which was frequently made in the form of two chickens or a basket of eggs — and 10 years later that initiative earned him the award of "most outstanding legal aid lawyer of the year" by the International Bar Association in Stockholm.

## BIOGRAPHY

Born: November 18 1928.  
Married to Celia Franco Diaz. Eight children.  
1967: Senator of the Republic (until 1973).  
1968: International representative at the United Nations general assembly (until 1970). Other positions: professor of law and jurisprudence; founder of

the Citizens' Legal Aid Society; director of the International Legal Aid Association; member of the Integrated Bar of the Philippines; and Yale Club of the Philippines.  
1981: Leader of UNIDO (United Nations Development Organization).  
1986: Prime minister of the Philippines.

although drenched in youthful utopianism, seems particularly apt today in the wake of his nation's deliverance from its dictator. "And when that fearful day of reckoning shall come, when I shall reap the whirlwind of the which you have sown, when brother shall kill brother, rich against poor, landlord against tenant, hold against bullet, law against lawlessness, when the whole countryside shall be red with blood, black with hate and dreary with desolation, I shall use the last ounce of my strength to crawl over your grave and vomit upon it the bile of my hate and the venom of my righteous indignation, in final tribute to your eternal memory."

The stigma of having had a collaborationist father contributed more than anything else to Doy's early militancy. By 1966 he had founded the Citizens' Legal Aid Society — payment for which was frequently made in the form of two chickens or a basket of eggs — and 10 years later that initiative earned him the award of "most outstanding legal aid lawyer of the year" by the International Bar Association in Stockholm.

In the same year he became one of the two youngest senators in the Philippines (Benigno Aquino was the other) and articulated the public desire for reform with a speech called "The Seven Imperatives of Change" before the Manila Rotary Club in 1970.

The introduction of martial law in the Philippines in 1972 heralded a black dawn for any politician not closely and overtly linked with the politics of President Marcos. Not only was Con-

gress abolished, but all news media with a dissenting voice were effectively wiped out. A grin joke doing the rounds in Manila at the time described the country as "a nation of 40 million cowards and one son of a bitch".

By this time Doy was in the United States, having escaped the arrest that so many of his countrymen endured. Towards the end of the decade he was spending a great deal of his time trying to mobilize support for his "Third Force" concept under the banner of the Nationalista Party.

Six years ago Laurel opposed Marcos's ruling New Society Movement machine in the local Batangas election, which, with its snatched ballot boxes and violent cajoling of the electorate, was a sad precursor of the events of the past weeks.

For Salvador Laurel, no less than for his compatriots now deeply disenchanting with the president's increasingly discursive style, 1983 and the Aquino murder was the crucial catalyst. Doy was in the forefront of the street protests calling for Marcos's resignation and a vital element in the erosion of New Society support in the local elections the following year.

International outrage at the conduct of the presidential election, the "palace revolt" by Fidel Ramos and Juan Ponce Enrile, and the induction of a martyr's widow have all served to provide Laurel with an acceptability for which he has been craving since the Second World War.

David Watts and Alan Franks

## A rose from the ashes

How restoration work by a small team of craftsmen is healing the damage caused to York Minster by lightning

Just two hours after the blaze that reduced the south transept of York Minster to a charred and blackened shell, Peter Gibson was strapped to a fire brigade ladder and hoisted 100 feet into the air to inspect the damage to the stained glass of the historic rose window.

The sight that greeted him could hardly have been worse. The 8,000 sections of glass that formed the intricate pattern of the window had cracked and splintered into 40,000 fragments. Many of the soldered joints holding them in place had melted.

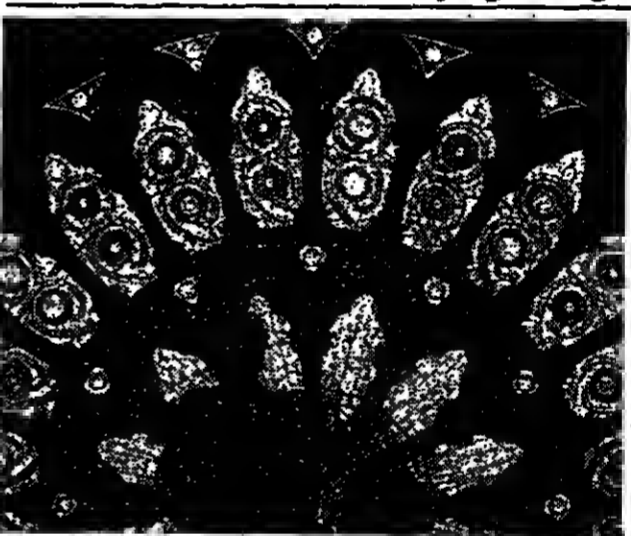
"It was heartbreaking", said Mr Gibson, Superintendent of the York Glaziers Trust. "The minister is more than just a building to those of us who work on it. It is a large part of our lives, and the window itself was as badly damaged as it could be without being totally destroyed. Restoring it to all its old glory would be the most challenging conservation task involving stained glass this century."

**'This building gets to you'**

Twenty months after the blaze swept through the 13th century transept in the early hours of July 9 1984, the speed and extent of the transformation has been remarkable.

It has been achieved by the careful marrying of modern building techniques to skills that have changed little over the centuries.

A dedicated but surprisingly small force of stonemasons, woodcarvers, joiners and glaziers has worked non-stop. They have removed all evidence of fire damage and have begun to rebuild the roof and the elaborate vaulted ceiling, with its cobweb of solid oak ribs and hand-carved bosses.



Back to life: the lovingly restored stained-glass window

Many of the most experienced men have been on the workforce since they left school, and remain despite the temptations of higher wage packets outside. They share a feeling that they are creating history.

Only half a dozen of the original bosses from the bolted ceiling were saved, and more than 60 new ones are being hand-carved by the minister's head carver Geoff Butler and his assistant. The small oak bosses, 22in in diameter, each take up to three weeks to finish and the larger ones, 26in in diameter, take six weeks. It will take up to three years to complete them all.

The original bosses featured a simple foliage design, but their 20th-century replacement will be much more elaborate. The children's television programme Blue Peter asked its viewers to submit

designs, the six winning entries to be carved on bosses. Some of the winners depict space-age scenes.

Geoff Butler has worked on the minister for 21 years. "I could earn far more in industry outside, but the satisfaction that this work gives me is worth the drop in wages. I don't think any of us on the workforce are particularly religious. But there is something about this building that gets to you."

The fire also damaged much of the stone in the gable housing the rose window, and a team of 15 masons has replaced 70 tons of the wall and a further 50 tons of the central archway.

The main effort is now concentrated on the external roof and the erection of the first of the ribs and bosses that will form the new bolted ceiling. The work is taking place 100ft above the streets of York beneath a temporary, sliding plastic roof.

In charge is Bill Clay, the 54-year-old foreman joiner, who has been on the workforce for 16 years. When I visited the minister, the temporary roof had been opened to allow the crane to lower four of the oak frames

into position, and a 25mph wind was blowing through the scaffolding. "Despite the snow, it still rains in and the snow is blown through", he said. "It's been a long hard winter, and there are times when you could curse the place. When a job is finished and you step back and look at it, then it's a different feeling."

The restoration will cost between £3 million and £5 million and will take a further three years to complete. The bill will be met by the Ecclesiastical Insurance Fund; public donations of £500,000 have been used to install an upgraded lightning conductor system.

Many of the repairs are still under cover, but the spectacular success in the restoration of the rose window is there for all to see. Some 39 panels have been repaired, half the window, and it has gone on display in the chapter house.

The repairs to the window are barely visible, a testimony to the success of the method of gluing the fragments together with a special adhesive and then sandblasting them between two layers of clear glass before releasing. The remaining panels will be completed by the late summer.

**'I am just part of a chain'**

Many of the men working on the restoration are determined to leave their own mark, their initials, their names or a symbol on the section of the transept they have repaired. But not Peter Gibson, one of the five glaziers working on the window.

"I simply see myself carrying on the traditions of the earlier craftsmen, and all I have tried to do is to make sure these windows are passed on to future generations. I am just part of that chain of people who have worked on the building down the centuries and that is very special. That is enough."

Peter Davenport

## The Army can help educate your offspring. In more ways than one.

The Army needs well educated Officers and we're prepared to help bright people up the ladder of success.

### A way to 'A' levels.

We will help boys and girls who have the qualities of potential Officers while they study for 'A' levels, with a grant of £250 a term.

When they pass their 'A' level exams they're guaranteed a place at Sandhurst and paid the going rate while they're being trained.

### WHAT IS REQUIRED TO GET A SHOT AT A 2 YEAR ARMY SCHOLARSHIP.

Interviews are held in the Spring and Autumn for boys, and just in the Autumn for girls. The purpose is to discover whether applicants have the potential to become Army Officers.

At the time of their application they must be between 16 years and 16 years 6 months. And must have, or be expecting, at least five high grade 'O' levels, including English Language, Maths and a science or foreign language.

However, this doesn't preclude university.

### Another way.

Boys who are already embarked on 'A' level courses in Maths and the sciences can apply for one of the thirty Science Scholarships we award each Spring.

The object is to help potential Officers on their way to a career in one of the Army's technical corps with a scholarship for one year at £250 a term.

(Boys from both fee-paying and non fee-paying schools are eligible.)

When they complete their 'A'

levels they too are guaranteed a place at Sandhurst.

### And yet another.

If you have a technically minded son between the ages of 16 and 17½ and he can meet the requirements for a Science Scholarship (see box) he could be eligible for Welbeck.

### WHAT IS NEEDED TO GET A 1 YEAR SCIENCE SCHOLARSHIP.

The applicant must have excellent grades in 'O' level Maths, Physics, English and at least two other subjects. And have the ability to convince an interview board that he has got what it takes to be an Army Officer.

Welbeck is an exclusive, residential, 6th form college in the Nottinghamshire countryside run by the Army.

The curriculum is designed to equip students for careers as Officers in the technical corps.

Again, on completion of 'A' levels, the student is guaranteed a place at Sandhurst.

About two thirds of the students go on to complete a degree course, the majority at Shrivernham, the Royal Military College of Science, although some may compete for places at a civil university.

### Two other ways to a university degree.

If your son aims to get a degree and wishes to become a Regular Army Officer, he can try for an Undergraduate Cadetship.

The requirements are demanding but successful applicants get a probationary commission and their tuition paid, plus at least £5,000 pa.

When they finish their degree course they go on to an Officer

training course at Sandhurst to confirm their commission.

### THE REQUIREMENTS FOR AN UNDERGRADUATE CADETSHIP.

The applicant must be over 17 and intend to graduate before 25; be at, or have been promised a place at, a university, polytechnic or college of higher education; be able to pass the Army's 3-day Officer Selection Board and be willing to serve at least 5 years as an Officer (including the course at Sandhurst).

On the other hand, if your son or daughter is already reading for a degree, he or she could apply for a Bursary. This amounts to £900 a year, is tax free and additional to any education authority grants.

It is intended to help people who want careers as Army Officers to complete their degree courses. Applicants have to meet the challenge of the Army's three-day Officer Selection Board.

On graduation Bursars also do the seven months Officer training course at Sandhurst. On completion of which they can take up either a 3 year Short Service Commission or a Regular Commission.

At the end of a Short Service Commission, a useful tax-free gratuity is paid. A Regular Commission is pensionable.

### Can we help you?

Write to Major John Floyd, Army Officer Entry, Dept F618, Empress State Building, Lillie Road, London SW6 1TR.

Tell him your son or daughter's date of birth, school and academic qualifications and we will clarify and expand on what we have to offer.

**Army Officer**

## CONCISE CROSSWORD (NO 886)

ACROSS: 1 Madcap 4 Floods 7 Nony 8 Strident 9 Mascare 13 Cow 16 Extraordinary 17 Ave 19 Duodecan 24 Pleasure 25 Fate 26 Hermit 27 Dross

DOWN: 1 Many 2 Diamond 3 Pasta 4 Firer 5 Odds 6 Dingo 10 Scald 11 Cargo 12 Exile 13 Conspire 14 Ways 15 Veda 18 Value 20 Uvula 21 Dread 22 Waru 23 Zest

SOLUTION TO NO 885  
ACROSS: 1 Madcap 4 Floods 7 Nony 8 Strident 9 Mascare 13 Cow 16 Extraordinary 17 Ave 19 Duodecan 24 Pleasure 25 Fate 26 Hermit 27 Dross  
DOWN: 1 Many 2 Diamond 3 Pasta 4 Firer 5 Odds 6 Dingo 10 Scald 11 Cargo 12 Exile 13 Conspire 14 Ways 15 Veda 18 Value 20 Uvula 21 Dread 22 Waru 23 Zest

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Who's NEWS Today

BOOKS

Light of our many Dark Ages

A.S. Byatt reviews the life and work of a vital scholar bearing the mark of the maker

HELEN WADDELL By Dame Felicitas Corrigan Gollancz, £16.95



Cole's 86

In Paris, in 1924, Helen Waddell spent a strange night in which she became the aged Héloïse, Abbess of the Paraclete, with Abelard 20 years dead, and realized that for the young nun her exposition of his theology was simply gratifying an ancient lust.

Helen Waddell was born in Tokyo, the youngest of the eight children of an Irish missionary in the Scottish United Presbyterian Church: a resourceful man, with a passionate interest in the Trinity and the proper translation of the names of the Godhead.

The immense popular success of these is difficult for us now to imagine, I think. Helen Waddell was fitted by literary London, became a friend of Stanley Baldwin, and set up house with her elderly and married publisher, Otto Kylan.

kept alive by highly intelligent, civilized epistolary relations with older men - pre-eminently the great George Saintsbury, whose quoted letters are elegantly flirtatious, humane, and intelligently stringent.

Felicitas Corrigan, a nun from Stanbrook Abbey, writes with controlled and convincing enthusiasm of her subject's energy and intelligence, and with considerable sharpness of the moral failings of those in her story, including his heroine. She makes an attempt to do justice to Helen Waddell's stepmother's virtues, but is severe on her vices, and announces on her death that Helen "was glad to be rid at last of the narrow house animated with the soul of a porwiggle."

Helen Waddell used as the opening of Peter Abelard a twelfth-century street-song which she translated Time goes by: And naught do I. Felicitas Corrigan points out rightly how very much she did do, but is filled with anticipatory anguish when Helen decides to buy a large house in Primrose Hill, which predictably becomes time-consuming and a burden, a home for dependants, which was damaged in the Blitz.

public responds with such intensity that it is clear how powerful a need we have both for continuity with the distant past and for knowledge. Le Roy Ladurie's *Montaillou*, Huizinga's *Waning of the Middle Ages* are huge popular successes as well as scholarly revolutions.

She had that rare gift of bringing things to life, like Ezekiel's valley of dry bones. She read hundreds and hundreds of pages of *Miguel's Paradise*, and found ten lines here, or twenty there, that would sing with immediacy in an English of her own, neither ancient nor modern, but rhythmically subtle (as her own poems are).

And she embodied the civilization she was conserving. Writing with enthusiasm of Buoncompagni's *Art of Writing*, a compendium of model letters for all occasions, she concludes: In the actual manuscripts, the earnest manuals for love, for money, for an assignment, for a lecture note, for - the eternal impossibility of human relations - the assurance that "you care for me as I do for you", for a moment time stands still; the wall of glass, impalpable and deadening, is broken; and one hears the voices of the Paris streets.

Felicitas Corrigan, in her turn, brings to life Helen Waddell's Irish Protestant voice, lively and charismatic, scholarly and tactful. She finds more comfort in the bleak last years than a non-Christian could, but does not mitigate their bleakness. She does not obscure her own views, but makes her presence felt. She is a worthy biographer.

Register of world darkness

Piers Brendon

THE HOLOCAUST The Jewish Tragedy By Martin Gilbert Collins, £17.50

This is the most disgusting book I have ever read - disgusting in the sense that time and again as I turned its thousand-odd pages I found myself feeling physically sick. I should perhaps declare that, having worked on the television documentary based on Martin Gilbert's earlier book *Auschwitz and the Allies*, I have a reasonably strong stomach where Nazi atrocities are concerned. But this remorseless catalogue of horrors, from the first persecutions, killings, and deportations to Dachau in 1933 via the gas chambers of Chelmno, Belzec, Sobibor, Birkenau, and the rest, to the final death marches and the sinister epilogue when the Poles tried to complete Hitler's work after the war, is almost unbearable.

Martin Gilbert's publisher describes *The Holocaust* as "a masterpiece of historical writing". It is not that, for Gilbert is not really a historian at all. He is a chronicler. He eschews the essential task of the historian, which is to interpret events. Instead he records them, reviving the ancient form of the chronicle, and imbuing it with a new vitality that stems from prodigious research. *The Holocaust* is not so much a book, more a filing cabinet in folio form.

This is not to disparage it, for such was the enormity of the Nazi crime against the Jews that no explanation, whether in terms of evil or pathology, seems adequate to account for it. Indeed, the death camps almost defy belief - often the inmates themselves could not credit the evidence of their senses. So Gilbert's chronological narrative method, his infinitely

patronizing inventory of mass murder, may well be the best way of communicating the true nature of the "final solution".

Of course, Gilbert is bitterly aware that he has been able to convey "only a fragment of the Jewish suffering". Most of the six million who perished (and he does not forget the Gypsies, homosexuals, Jehovah's Witnesses, and "mental defectives") can have no individual memorial. And this in spite of many pathetic attempts to bury records among the countless human teeth that they scattered in the soil of the concentration camps to ensure that their fate would be known. Yet it is precisely by bringing together a host of personal stories, in recounting how this person or that family or the other community became caught up in the machinery of genocide, that Gilbert evokes the essence of the tragedy that overtook European Jewry.

As he says, statistics dull the mind. The judges at Nuremberg yawned as they heard endless accounts of thousands of Jews being destroyed every

day. The victims themselves were less shocked by the hideous apparatus of industrialized murder than by sudden arbitrary killings - live infants bayoneted for fun, the casual shooting in mid-conversation of a worker who was thought to be slacking, a pregnant woman kicked into partition, children having their skulls smashed against the wheels of railway trucks.

Sheer incredulity about Hitler's intention "to drown the Jews in a sea of blood" was one reason why so many went like lambs to the slaughter. But even those who were not deceived were reluctant to resist.

Gilbert unblinkingly charts the course of genocide, but it remains difficult to grasp the agony of an entire race. Instead one is haunted by random details - of one brave woman urging her fellows to die with dignity in the gas chambers, of the man who discovered his wife's body in a pile of corpses and was forced to shave her hair, of Himmler's visiting Sobibor where 300 pretty girls were specially selected so that he could watch them being killed. Macabre bits of information keep festering in the mind. Women's bodies were used for kindling because they burnt more easily than men's. The route to the gas chambers at Treblinka was called *Himmelahrtstrasse*, "the street to Heaven". More sombrely one SS doctor described Auschwitz-Birkenau as the *anus mundi*. But no cloacal imagery, no savage indignation, and no elaborate interpretation will ever capture the nauseating realities of the Holocaust more exactly than this masterpiece of the chronicler's craft.

Living through kith and kin

I have always felt ambivalent about the family as an institution, taking as received wisdom that:

One would be in less danger From the wiles of a stranger If one's own kin and kith Were more fun to be with.

I also deeply mistrusted the principles declared in Margaret Forster's last novel, *Marital Rites*. Nevertheless, I approached *Private Papers* with pleasurable anticipation, and was not disappointed. Miss Forster could not write a clumsy or slipshod sentence if she tried; and with her passionate care for craftsmanship and style combined with a God-given gift for story-telling, she has produced a sophisticated and challenging novel. Its form is contrived and not entirely convincing. Penelope, widowed on D-Day and bringing up four daughters alone, commits to paper her version of their lives and her justification of her role in them; the eldest, Rosemary, coming across these private papers by chance, is goaded into writing down her very different views of each situation and incident.

If this is to balance the account, what about the other three witnesses who emerge so differently from the diverging versions? Also, it seems unreasonable that one family should have to endure quite so many deaths and disasters; sad, too, when Margaret Forster writes so beautifully about their brief moments of gaiety and acknowledged happiness, like the advent of the lodgers Trev and Mike, the family holiday in Portugal, the satisfactions of successful work. But the plot is incidental to the

- FICTION Isabel Raphael PRIVATE PAPERS By Margaret Forster Chatto & Windus, £8.95 WATERLOO WATERLOO By Teresa Walsh Hamish Hamilton, £9.95 WHAT'S BRED IN THE BONE By Robertson Davies Viking, £9.95

exploration of a relationship that must touch every woman, that of mother and daughter, in which any hint of sentimentality is effectively dispelled, first by the violence of Rosemary's reactions, and later by Penelope's growing detachment as she is forced to relinquish the ideal she has cherished for each of her brood. The greatest sadness is her urging upon her daughters, as the ultimate achievement in terms of happiness, the perfect marriage of her memory - something which by her own rejection of later relationships she herself had removed from the reality of their own experience. Despite feeling little sympathy for the individual characters, I found this a moving and memorable book. And my feelings about the family are more ambivalent than ever.

Family ties certainly have little meaning in Waterloo. Nobody seems to like anybody very much, stranger or kin, in this dreary tale of infidelity, rejection, and sheer selfishness. If, in the end, Jack - the only remotely

sympathetic character, and a rather pathetic one at that - can take comfort from the Iron Duke's reflection that the only thing more melancholy than a battle lost is a battle won, he may feel, as he enters the St Helena Home for the Elderly, that this is one in the eye for nasty Nigel (failed fisher) and fat Suzanne. Otherwise, no-one wins in this struggle with life. I do not quarrel with Teresa Walsh's perceptions of human behaviour, which are cannily observed and neatly expressed. But, if she wishes to extract humour from them, she needs clearer colours on her palette rather than muddy browns and greys. One can be too subtle. Her talent, especially strong in dialogue, would shine more brightly in surroundings with which she is genuinely familiar.

What's Bred in the Bone starts hopefully with characters from *The Rebel Angels*, a novel that was maddeningly arch in some places and pretentious in others, but always intelligent and stimulating, and never tedious. Alas, in the sequel there follow tracts as barren and icily cold as the Canadian tundra itself; and although there are glimpses of the old Robertson Davies intellect and wit, the coincidences that cobble together a limp narrative are too improbable, and the main character too flamboyant to sustain 436 long pages. Robertson Davies is clear-sighted, though, about families. "It's a wise child that knows his father, but it's one child in a million who knows his mother." Margaret Forster would appreciate that.

Once all American private eyes fired and worked within a limited range of Los Angeles. The competition was a bit fierce, but what the hell: the women were slinky and sensuous, and there were enough cheap hoodlums, phony doctors, and corrupt politicians to launch a thousand novels. Besides, if you ever got the big break, Hollywood was just around the corner.

Times have changed, and no self-respecting Stateside sleuth dares practise in LA now. There has been a detectives' diaspora, and Macmillan the publishers seem determined to monitor it. The first three in their new series of American private eye novels take place in Detroit, St Louis, and the suburbs of Boston. Happily, the formula remains

Fresh scenery for tired eyes

- CRIME Marcel Berlins SUGARTOWN By Loren D. Estleman NIGHTLINES By John Lutz BLUNT DARTS By Jeremiah Healy (Macmillan, £7.95 each)

otherwise untouched. The heroes are emotionally bruised and have battered pasts: conscience-stricken, libidinous cynics to a man.

*Sugartown*, the best of the three, has Amos Walker rum-

aging through Detroit's Polish community for a long-lost grandson. A family tragedy two decades ago re-emerges, and ties in with a Russian dissident's dilemma. *Nightlines* is altogether more bleak and sinister. A possible mass murderer is using St Louis's unofficial lonely-hearts telephone lines. *Blunt Darts* suffers from a bereaved private eye, Cuddy, who talks in his late wife too often, but otherwise behaves as required in hunting a disappeared boy whose father, a judge with a coat, doesn't want him found. *Live Flesh*, by Ruth Rendell (Hutchinson, £9.95). One of her psycho-chaurophobics.

Victor, released after 10 years inside, visits his crippled convict and girl-friend. Compelling, disturbing, and masterfully written. Under a Monsoon Cloud, by H.R.F. Keating (Hutchinson, £8.95). Inspector Ghote as victim, on trial for his job for helping a revered colleague out of a spot in a far-off, rain-ridden hill station. Not so much a whodunit as an examination of Ghotheist morality. Unusual in subject, usual in excellence. A Catskill Eagle, by Robert B. Parker (Viking, £9.95). Spencer moves into different gear, shedding his everyday sleuthing, and embarking on a lengthy search for his girl-

friend and his soul. Some excellent action and the usual superb writing don't entirely conceal a smidgeon of pretentiousness. The Tartan Ringers, by Jonathan Gash (Collins, £7.95). Well-deserved best-selling TV appearances have fortunately not dulled the wits, wit, or libido of shady-antiques charmer Lovejoy, in complex crookery at the Edinburgh Festival and points north. The Man Who Liked To Look at Himself, by K.C. Constantine (Hodder & Stoughton, £8.95). Mario Balzic, small-town police chief, delves into murky motives behind murder and dismemberment of low-mouth butcher. Terrific dialogue, more accessible than usual local lore, and a horrid climax.

SQUID

...and the development of the first thinking computer

Only the squid has nerve-fibres big enough to reveal the mechanism of brain signals - essential for designing biocomputers. Another link you may have missed between the purely academic and the sternly economic. If you haven't been reading New Scientist, you won't have made the connection.

Who said purely academic? newscientist Today and every Thursday

Unpredicted voices of our ordinary kind

POETRY Robert Nye Iain Crichton Smith's subject is usually the furniture of the Calvinist conscience; he is uneasy at home with barrenness, bleakness, Bibles, old women, and cemeteries that hold the feet in living grass. Yet the attitudes in his Selected Poems (Corgi, £2.95) are never complacently ironic, partly because he is aware that irony fouls the spirit, partly because he has perfected a method of attack, lively as a surgeon's knife, by means of which he can lay bare the poetry beneath the anti-poetic surface.

I build an orange church and put inside it a little orange minister in a pulpit that's dandelion yellow The cramped assonance, the black ripple of wit, the eccentric intelligence, all work together to express and question a vision not unlike Hawthorne's (the likeness of New England and Old Scotland is not lost on him), a vision that has made at least one perfect poem out of something as splendidly ordinary as two girls he once overheard singing on a bus:

So on the bus through late November running by yellow lights tormented, darkness falling, the two girls sang for miles and miles together and it wasn't the words or the tune. It was the singing. It was the human sweetness in that yellow the unpredicted voices of our kind.

The curious thing is the sense which this book gives that Crichton Smith, at 58, is still only half-formed as a poet in the most crucial part of him-

FOYLES ART GALLERY Setsuko Segawa AN EXHIBITION OF JAPANESE QUILT ART 10-6 daily until March 5 113-119 Charing Cross Road London WC2

There are no friends in the hate game ... BRYAN FORBES THE ENDLESS GAME

BOOKS NORVAL MAILER THE DEER PARK The Deer Park/Norman Mailer/Grafton/£2.95. Mailer's most controversial novel. THESE ARE JUST TWO OF TWENTY SPECIALLY SELECTED AMERICAN TITLES.

BOOKS RABBIT, RUN/John Updike/Penguin/£2.50. 'Convincing, vivid and swift' TLS. AUTHORS USA. A BOOK MARKETING COUNCIL PROMOTION.

With this book Bryan Forbes has moved to the very front rank of world thriller writers. Jack Higgins Collins £10.95

mak

The real thing

It had to happen: BBC Television's Crimewatch decided to reconstruct the £100,000 Manchester wages robbery and duly had "anonymous heavy villain" outfits made for the actors. As they were about to collect the made-to-measure balaclavas and donkey jackets, a problem emerged: all had been stolen. Yesterday Crimewatch had still not traced the felons. Tonight, however, the programme will be blowing its trumpet over the arrest of a suspected fraudster whose picture had been flashed on the screen. Although he was not tuned in, his boss was... Yesterday the man was remanded in custody on six charges. The police tell me he was somewhat shocked to learn of his TV debut.

Mark 11

Mark Thatcher has turned up on the list of prospective SDP candidates for Islington Borough Council. Not the real Mark, I hasten to add, though he compounds the confusion by sharing age, height and hair colour with the Prime Minister's son. "My name" embarrases me quite often," says Mr. T. who works as a development secretary at the Scout Association. "I'm campaigning in a strong Labour ward, so I have to explain quickly or I get doors slammed in my face."

Exposed

Michael Heseltine's wife Anne should be much amused by this week's Gibraltar Chronicle, which contains an eye-witness account of the time she "unwittingly became one of the first females to sunbathe in a bikini at The Royal Gibraltar Yacht Club." Says the on-the-spot reporter: "Not for long though, as this sight of female flesh disturbed the then rules of the RGYC." So officers were club officials that "a small boy was sent to inform Anne that females were not permitted to sit around in bikinis on the Yacht Club terrace."

Tread carefully

Former Dunlop boss Alan Lord, who has been appointed chief executive of Lloyd's, was not the only runner for the job. Head hunters Marler International approached a solicitor, Leon Boshoff. Highly amused, Boshoff agreed but confessed he did not hold up high hopes: he has represented names taking action against Lloyd's in both the Sasse and now the Spicer and White syndicate cases.

Vicious circle

Unprintable words are being exchanged among the Labour hierarchy after an article by Neil Kinnock in the News of the World at the weekend. Roy Hattersley et al. who are being denied their column inches because of the party's backing of Murdoch titles, question Kinnock's action: how can they read their leader's pearls of wisdom if the paper is banned, and can they too write for a banned paper? Over to you, Kinnock. But then he can't talk to me, can he?

Men of honour

Ugandan villagers can breathe easier. The National Resistance Army, now ruling the roost, has drawn up a code of conduct for its members containing this instruction: "Never develop illegitimate relationships with women because there are no spare women as such waiting for passing soldiers. Many women are wives or daughters of somebody, somewhere. Illegitimate relationships are bound to harm our good relationships with the public."

BARRY FANTONI

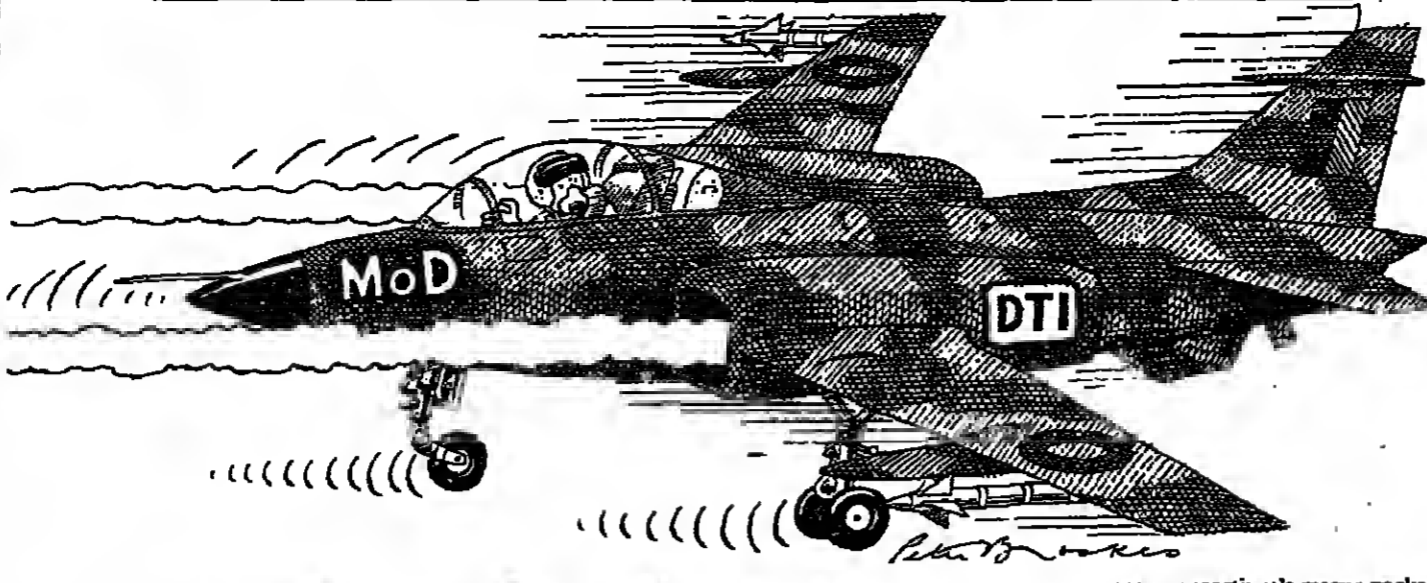


I must warn you, anything you say will be taken down and may be used in evidence against you

Opening shots

Peter Jay, once British ambassador to Washington and now presenter of Channel 4's J.I.I. in Politics, has been saved from the prospect of unemployment this autumn. The programme, due to be scrapped at the end of the present series, has been given a last-minute reprieve. The reason? "The general election campaign has started much sooner than expected," said producer Anne Lapping. "It's going to be the longest ever, and Channel 4 were worried they might not be able to give it proper coverage." No danger of that, I fear. Meanwhile, plans to replace the programme with a serious analysis of foreign affairs, sadly missing from current TV output, have been shelved indefinitely. PHS

Uncombined ops: Rodney Cowton on a Whitehall tangle



Defend us against these private wars

Ministry of Defence top brass today meet leading industrialists to discuss how relations between them can be improved and better value secured for the £8,000 million spent annually on defence equipment. In particular they will discuss the ideas of George Younger, the new Defence Secretary, for tougher conditions on defence contracts.

An equally profitable issue — though unlikely to be raised — is what the Government will do to improve the coherence, or at least reduce the chaos, in its handling of defence industrial matters where they cross Whitehall departmental boundaries.

The last nine months have seen a succession of such incidents in which the Government has tied itself in knots. Last summer there was a protracted struggle between Michael Heseltine (Defence) and Norman Tebbit (Trade and Industry). The essential issue: whether Tebbit's interest in the privatizing of warship builders should take precedence over Heseltine's desire to assist Merseyside in the placing of frigate orders.

In November the signing of a memorandum of understanding on British participation in the US Star Wars research programme was held up for weeks because Industry, with Leon Brittan now in charge, did not like some aspects of what the MoD had negotiated. Eventually, instead of merely being consulted by the MoD, members of the Industry Department joined the British negotiating team.

As that issue was being resolved the Westland affair came along, ensuring that the level of tension between the two departments was maintained, and indeed raised, while at about the same time George Younger, then Secretary of State for Scotland, was trying to reverse a firm decision taken in Cabinet committee that orders for three diesel-electric submarines should be placed with Vickers Shipbuilding and Engineering —

he wanted at least one built on the Clyde.

Earlier this month the MoD appears to have been taken by surprise by Industry's advanced consideration of selling off parts of BL, particularly Land Rover, to General Motors. In the next financial year the MoD will spend about £25 million on Land Rovers and there seems to have been some hurried briefing of ministers on whether or not there should be a specifically defence "line" on the issue.

Finally there was the bizarre incident last Thursday when the MoD panicked upon realizing that the Vickers shipyard was about to be privatized while the ministry was negotiating a contract for Vickers to build Britain's first Trident submarine. This led to Industry, trying to be helpful, deciding on a last-minute delay in privatization, then instantly reversing the decision when prospective bidders protested.

One thing the Civil Service is supposed to be good at, and one of the prime purposes of Cabinet committees, is resolving such issues smoothly. Too often recently it has looked as though the MoD and Industry have been pulling in opposite directions. Each year the MoD spends about £8,500 million on military equipment — more than 90 per cent of it in Britain — making it British industry's single largest customer. On the other hand the DTI is the "sponsoring" ministry for the defence industries, though it is unclear how important is the

concept of sponsorship in a government that believes in leaving as much as possible to market forces.

The reality is that where a government is a dominant customer a hands-off policy is not possible. This government may wish to avoid the overt social or regional engineering of a Labour administration, but however hard-nosed the MoD seeks to be in its role as a customer of industry, political factors can never be wholly ignored.

The claims of Merseyside for more work will always have to be weighed against the demands of Clydeside or the need to smooth the path to privatization of a shipyard on the south coast. However hard the Government may try, there is no way of avoiding involvement in decisions over the future of a company like Westland. The only effect of trying to remain uninvolved in such issues is to produce a last-minute panic.

Defence/industry issues are never simple. The influence conferred by the MoD's huge purchasing power is matched by the agglomeration of industrial might in some of Britain's largest groups, and this can produce highly complex relations. Just before Christmas Lord Weinstock, chief executive of GEC, missed an important meeting at the MoD on the future of the Nimrod early warning aircraft because he was involved in discussions elsewhere on an issue to which Michael Heseltine gave higher priority — GEC involvement in the Euro-

pean consortium's rescue package for Westland.

At about the same time another part of GEC was negotiating with the MoD for a £400 million contract to supply Stingray torpedoes. Simultaneously GEC was planning a takeover bid for Plessey which, if successful, would probably have created Britain's largest defence contractor.

A merged GEC/Plessey would, with British Aerospace (the present largest defence contractor) account for about 25 per cent of the defence procurement budget, and a much higher proportion of the ministry's hi-tech spending. The ministry's procurement executive was relieved when the bid was referred to the Monopolies and Mergers Commission by the Industry Department.

All this points to the fact that the interface between defence and industry is complex and politically sensitive. It needs to be handled with more acumen than the government has recently shown. A useful step in that direction would be achieved if Geoffrey Partie, the minister responsible for aerospace at the Industry Department, and Norman Lamont, Minister for Defence Procurement, could establish a close working relationship; both have long experience of working in the other's department and should be able to anticipate problems before they arise.

Above all, it needs the two departments to work in harmony, and not simply to use each other as sparring partners, which seems to have been one of their main activities in recent months.

No doubt it will be said that over a multitude of issues the relationship between the departments works perfectly well. Nevertheless, there have been enough examples in recent months of matters being badly handled, and of political and industrial sensibilities being severely bruised, to suggest that a real effort is required to improve things.

Frances Gibb sums up the conflicting arguments over Law Society proposals for drastic reform of the legal profession

How two into one would benefit us all



Alexander: proposals 'wholly illogical'

a vigorous campaign for wider rights of audience in the courts which some barristers feel is an ill-disguised ploy for more work in the face of the loss of the conveyancing monopoly, pursued under the mantle of the "public interest."

The document, they say, coming from members of the Law Society's litigation committee, is another step in this campaign and, far from being objective, is a propaganda exercise. Still smarting from the Law Society's part in a recent test case on rights of audience which has thrown that whole issue open to change by the judiciary, they accuse the Society of using the media to further such causes rather than keeping discussions private and "in house."

There have even been slurs of the solicitors acting dishonourably, which has caused particular chagrin among the paper's authors. Their supporters maintain the proposals stem from beliefs held passionately over some ten years, while critics may condemn the publication as opportunistic, the other side of that coin is that it is merely timely.

Whatever the motives, there is a serious danger that all this rhetoric and the debate over tactics will deflect attention from the merits of the report itself. Worse, the acrimony is forcing the adoption of false postures: the Bar is not opposed and resistant to all change; on the contrary the year has been remarkable for its most public profile in memory, with

Hailsham: more money for legal aid work

reforms in the melting pot to improve public accessibility. It also goes some way towards agreement with the proposals. It has long supported common legal education and proposals for this were mooted then dropped in the 1970s when the Law Society decided against an all-graduate profession. Naturally, too, it favours direct access and is considering such access for other professions.

But there are two major stumbling blocks: common training, and rights of audience for solicitors in all courts. Bar leaders positively balk at two or three years in a solicitor's office for all lawyers. Some period might be beneficial, they say, but the proposal would make it difficult for lawyers to become barristers: they would be entering the Bar late, with family and mortgage commitments and would face inducements from their solicitor firms to stay on.

The arguments are not convincing. If the compulsory period was one year with solicitors, the starting point would not be very late. Those committed to advocacy, tried and tested during their time with solicitors, with valuable contacts made, would still want to proceed: arguably the Bar would be stronger for recruiting those who have found they have a dedicated commitment, a proven aptitude for advocacy.

Instead of the present impoverished first year of pupillage, this could be done on a sandwich or block-release basis over a period

of time from the financial security of a solicitor's office. Some might say that solicitors' firms would be reluctant to take on such would-be graduates only for a short training period, but the problem is no different for articled clerks, who manage to find places even though they may well move on elsewhere.

That leaves rights of audience. The paper suggests that the right to appear in all courts be restricted only by experience, with competence judged by objective criteria such as examinations. Complex cases in the higher courts would still need leading counsel; an inexperienced solicitor would be no more likely to take cases in the House of Lords than a junior barrister would be briefed for such a case now. But there is a whole range of cases, right up to the less complicated proceedings in the High Court, where the client would benefit from having only to pay for one lawyer instead of two. If that happened, Lord Hailsham might see his way clear to higher fees in legal aid work.

It is in the crown court, though, that the proposals would have most impact and be felt by the much-beleaguered criminal Bar. The argument for the solicitor who has been with the client from the start to conduct the case in court is strong. Many solicitors would be far better at it than some junior barristers taking such cases now. And despite public pronouncements, some barristers privately feel such a move is both inevitable and makes sense.

As for judges, they could in theory be drawn from all lawyers; but most in practice would still come from the top ranks of the Bar. But the proposed changes would allow — and here's the rub — circuit judges who have been solicitors to be promoted to the High Court bench, and not just former barristers as now.

The solicitor-authors have a long way to go. Why dismantle the whole building, the Bar says, because of a couple of defective slates on the roof? The time may be ripe for change, but the authors will have to convince the public that a smaller Bar, for instance, will not restrict consumer choice; and that the benefits of dismantling the whole building are worth it. It may well be that the solicitors, and not the barristers, would benefit most from the changes. But that is lucky for them: it is unlikely they would pursue, as critics maintain, reforms in their own interests at the expense of those of the profession as a whole, when the one is so inextricably bound with the other.

But in all this the real test will be the interests of the consumer. For the first time there is pressure on the profession from outside to reform: Austin Mitchell, the Labour MP who brought about the end of the conveyancing monopoly, has already had one albeit unsuccessful go at the Bar. The public interest is not in future going to be left to the profession to sort out behind closed doors. The author is Legal Affairs Correspondent of The Times.

Ronald Butt

Obscenity: leave it to the jury

With awe-inspiring solidarity, the BBC, commercial television, the state-subsidized theatre, film producers with a profitable line in violence and the forensic defectors of pornographic freedom have charged into the attack against Winston Churchill's bill to amend the Obscene Publications Act. Sarastro, you might suppose, has risen again to vanquish the Queen of the Night and the dark forces seeking to repress artistic liberty.

The principal effect of the bill would be to apply the present Act on obscenity, including violence, to television and radio, which are at present controlled only by the BBC's and the IBA's internal guidelines. Originally, the bill also contained a list of specified sexual and violent acts, to depict which would constitute obscenity. The police had wanted such a list to help them cope with extreme pornographic magazines, but Churchill (rightly, for reasons to which I shall return) has withdrawn this section which has met much criticism.

Apart from its broadcasting provisions, therefore, the bill will now consist only of a provision to limit the display of pornographic material for the protection of children, and a proposed new clause requiring the jury in any obscenity case affecting broadcasting to take account of the probability of children watching.

The police, judges, politicians and the public generally are now convinced that there is a causal relationship between violence in entertainment and actual (especially sexual) violence. Yet despite the fact that television is recognized as the most powerful media influence on public behaviour, the broadcasters refuse to accept the application to themselves of the same law which applies to the rest of the media, including newspapers, cable television, the theatre and the rest.

The newspapers have been peppered with vituperative articles by interested parties attacking the bill; on Sunday David Dimbleby discussed the subject to revealing effect in his TV programme This Week, Next Week. The programme began with an interview with Jeremy Isaacs, chief executive of Channel 4, which recently put out late at night two "art" films containing episodes of such disgusting obscenity and violence that the sight of them was a powerful factor in impelling a number of MPs to support the Churchill bill.

Isaacs, though he favoured protecting children in "normal" daily viewing hours, could not accept that this should be the "sole determinant" of what can be seen around the "midnight hour." Conceding that the children likely to be watching at that hour "may be" the ones in most need of protection, he still refused to accept that a work of "merit" could not be screened then because it might affect "one or two susceptible people." In fact, research shows that a high proportion of 15 and 16-year-olds watch then, and what they do in society affects very many more. Moreover, the claim that restraint would reduce broadcasting to only what was suitable for children is rubbish; what would be lost would most often be the stuff of adults'

infantile fantasies rather than genuinely adult entertainment.

Alastair Milne, director-general of the BBC, was equally hostile. He said it was a bad and unnecessary bill. Broadcasting was uniquely exempt from the obscenity law because the BBC had self-regulatory guidelines "stricter than any law". Yet he feared that under Churchill's bill he "could go to jail" if the BBC transgressed, a peculiar fear if guidelines stricter than the law were being observed. But, of course, they are often not, which is why Milne is worried. "I would have it in the back of my mind", he said, "that litigation... could occur against us... and that must have an influence for bad in my view."

Milne and his professional competitors suffer from pride and a determination that their empires should be subject to no other judgement than their own. (The BBC's governors really function only after an offence has been committed.) In practice, even responsible parents (and not all are) can protect their children only by never leaving the house (or perhaps the room) if television is to send into the home what cinemas cannot show to under-18s.

Likewise, the libertarian lobby, oscillating like tobacco manufacturers between the claim that the product is harmless, and anyway that liberty is at stake, will never answer the question: "if you could be persuaded that what is puffed against women, would you still give supremacy to the producer's freedom?"

The list of prohibitions removed from the bill was always a bad idea which would simply have given the likes of John Mortimer, the barrister who has specialized in defending pornography cases, the chance to ridicule the law by asking whether this or that episode was really showing what the prosecution alleged, and how did they know. Ridicule was his technique for rubbishing the "offensive and corrupt" provision of the present law, after which he made a further ass of it by calling "expert" sexologist witnesses to testify that this or that piece of sadism or pornography was for the "public good" because it was good for their patients as an aid to masturbation.

Some cases were dismissed with the help of the expert evidence of Dr Brian Richards, who has appeared more recently in court — in America — charged and convicted, subject to appeal, of soliciting the murder of his partner.

The way to deal with the obscene law is to scrap the "deprave and corrupt" provision and forget all codes of lists and definitions. What constitutes obscenity should be decided by a genuinely representative jury (not subject to arbitrary challenge like weed out anyone who looks like giving a verdict against the defendant). The jury should be asked simply to say whether any particular material offended public standards of decency. As Lord Denning observed in reference to the Acts governing the Post Office and Customs: "The customs officers and the Post Office know pornography when they see it." Meanwhile, Churchill's bill will do to be going on with.

moreover... Miles Kington

From Haiti to Hades

As I write, Ferdinand Marcos is about to swear himself in for yet another term of office... Start again: as I write, Mr Marcos is still half-president of the Philippines, or perhaps president of half the Philippines... Damn. As I write, Mr Marcos is boarding a plane for Guam, Hawaii, Florida or somewhere to join a long line of right-wing dictators who were backed by the Americans and no one else. In fact, so many have gone into exile that it's hard to think of any who are left.

"Well, there's always General Pinochet in Chile." Larry Spokesman from the White House told me, "but then there's always General Pinochet. Apart from him, there's only the Big One." The Big One? Sure. The Devil. In Hell.

Pardon me. Are you trying to say that the Americans are supporting the Devil? Well, it's not a thing we like to talk about a lot, but if you know anything about American foreign policy you'll see that the Devil fits in with all our major requirements as an ally. He is a proven statesman, which is the most important thing. He has run Hell for thousands of years and never once been in danger of being turned out of office. He's good for business — a lot of American citizens have moved down to Hell — and there is absolutely no danger of him ever turning communist. Foreign policywise, the Devil is a good guy.

On the other hand, a lot of torture is said to be used there. Torture might be a better word — eternal fire and damnation. How does that fit in with American liberal values? "American liberal values?" I thought we were talking about American foreign policy? Well, yes, we do have a human rights problem here. The Devil's security methods are undeniably on the disciplinary side, as is his penal system. No question. But once you discount inevitable media bias, you can see that his methods do make for a stable country.

"And we are exerting pressure on the Devil at a private and personal level to get him to tone down some of his more questionable practices. We have recently got him to agree to a very reasonable level of fire and brimstone use, for instance."

"And don't forget that these people who go on about eternal fire and damnation, and wild rumours like that, are all radical, left-wing scribblers. The New Testament is not a book we care to be associated with."

Does American support for the Devil mean that the USA regards God as an enemy? We regard nobody as an enemy. We are merely deeply suspicious of some people's motives and opinions, and God is fairly high on our list.

What is it about God and his set-up that the Americans find so disturbing? "His reform programme. Basically, what you have here is a wild go-gooder trying to set up an idealistic society which virtually denies the profit motive and the balance of power. What that means is that there is no room for American business expansion or American military bases in Heaven. We've had trouble with idealistic guys like this before, and believe me, they're more trouble than they're worth. But they don't last. We can wait till they're toppled. Maybe give a helpful shove from time to time, too."

Surely the right-wing leaders favoured by the USA don't last either? Sure, they all fall eventually — the Shahs of Iran and the Duvaliers all let us down sooner or later. But we get a good run for our money first. Then, when we get an idea that the dictator is about to fall, we change sides and make it seem like we got rid of him. We're going to make it seem that we kicked Marcos out. The twenty years is forgotten. And the Devil is losing control of Hell. We'll quietly get out from under. But until then, he's our man."

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DEFENCE OF HILLSBOROUGH

With the confirmation of a one-day "strike" against the Hillsborough Agreement, the conflict between the Government and Northern Ireland's unionists settles into a familiar groove. Whatever else may be said before or after this clash of wills, the Northern Ireland office cannot resort to the alibi that it did not know what might be coming or that it had no time to prepare its defences. Early protest against any agreement involving the Republic in formal consultation about the running of the north was inevitable. The strike weapon has been used before, with lethal effect. In 1974, a stoppage brought down the Sunningdale arrangements after the government's resolve had been fatally weakened by two key factors: an election which produced a new administration holding power by a narrow majority and the inability of the Army to bypass or replace strikebound services. The first of these conditions does not seem likely to apply in 1986 and twelve years have passed during which plans should have been laid to avoid the latter problem. Governments naturally hope not to have to use such contingency plans, but it was always likely that they would be needed: even the most enthusiastic supporters of Hillsborough claim only that its benefits will be reaped in the longer term. Meanwhile, something under half a million Protestants are considering how far they are prepared to go to tear up the document which Mrs Thatcher and Dr Fitzgerald signed three months ago.

In so doing, they beg the question which their representatives are so adept at avoiding in public. They claim that they wish to continue as citizens of the United Kingdom; yet they wish this status to be conditional on their approval of the Government's actions as they affect Northern Ireland. These aspirations are fundamentally irreconcilable and can only be glossed over by the constant reiteration of threats about the conflagration which will take place if Mrs Thatcher insists on pursuing her wrong-headed policies. Whether these threats hint at violence or confine themselves to civil disobedience, they are plainly attempts to subvert democratic decisions. The Government must face down a challenge to its authority in that spirit. At best, this may require no more than stoic patience on the part of the Prime Minister and her Secretary of State. Unionist politicians are still at odds with each other over the precise tactics they should pursue and if this confusion continues, protest may be fragmentary and ill-coordinated. But the sequence of events on Tuesday suggests that behind Mr Molyneux and Dr Paisley there are hardliners unprepared to allow any sort of talk alongside the agreement. The Ulster Workers' Council strike of 1974 emerged as the tactic favoured by local politicians who until that moment were relatively unknown and a similar development may be stirring now. The unionist party leaders have just stood for reelection as democratic

politicians: they disqualify themselves for that description if they yield to the temptation to win the favour of paramilitaries. Even in terms of their own objectives, unionists are now embarking on the one course which is bound to weaken the union in the end. Adopting, decade after decade, stances which repeat the same weary cycles is aid and comfort to the very forces which are doing their best to erode Britain's will to fulfil its obligations in Ireland. The unionist community thinks of itself as having little in common with the IRA, and in almost every way that is true. But it is about to show once again that it is incapable of agreeing about anything except rejection. Unionist interests lie in the opposite direction, if its political leaders only had the confidence to point their followers that way. The Anglo-Irish agreement offers two-way opportunities for the northern majority to put pressure on the Republic to make up its mind about what it really wants for the nationalist community in the north, to put pressure on Dublin to abandon the sentimental irredentism of the constitution's claim to the north, to press the south to improve yet further its capacity to catch and convict terrorists. Instead, the unionists seem determined to confront the government with an tactic which really does not require any choice to be made. Nobody in Northern Ireland will benefit in the long run from a government which allows itself to be broken.

A QUESTION OF REGULATION

If Granada were CBS, the Rank Organisation were Mr Ted Turner's CNN and the object of the exercise were the removal from the airways of some notoriously liberal African man then the Independent Broadcasting Authority's speedy rush to judgement in the takeover battle between Rank and Granada would be easier to grasp. In those hypothetical circumstances, the purpose of a commercial takeover would be to change what appears on the screen. The regulatory potency of the IBA would be clear. The terms of a franchise would be about to change. The facts of Rank's takeover bid, however, are different. The last thing it appears to want to alter (or even to have thought about at this stage in the commercial game) is Granada's programming. As a consequence, the IBA is operating at some considerable distance from the territory where it should be most at home, the quantity of broadcast hours and their quality. Instead the IBA operates as if it were the Monopolies and Mergers Commission. The IBA evidently has a doctrine. It was followed, dramatically, last autumn when it forbade major

shareholders in Thames Television from divesting themselves of control. It has two parts. One is that the award of a franchise to broadcast freezes the pattern of ownership for the duration of the contract. The other part is that a "franchise" refers as much to the structure of shareholding in the successful franchisee company as to the content of the broadcasts it produces. Both, the IBA says, follow directly from the 1981 Broadcasting Act, and the last round of franchises was awarded. Both parts of the doctrine are ambiguous. In its manipulation of franchises for local radio the IBA has shown that needs must when the devil (commercial failure) drives. The authority has indeed displayed unwonted imagination in providing a solution to the problems of local commercial radio in areas such as Leicester - a solution involving considerable change in the ownership and structure of shares of the franchisee. Surely, too, the authority condoned, even encouraged a major transformation of the ownership of the TV-AM franchise after the failure of the Famous Five. In

this instance, re-structuring involved a considerable change in the style and shape of the broadcast material. What is unclear is how, in the Rank/Granada example, similar discretion was not open to the IBA. If it had been, the IBA could have found that Rank's bid might be entertained provided that a series of conditions pertaining to the content of Granada's broadcasts were met. Instead the IBA has stood pat, implying that the content of Granada's output, the very plotting of Coronation Street, depends intimately on Granada's ownership of motorway service areas and its other non-television assets. The commercial dynamism which gave rise to Carlton Communications' interest in Thames and Rank's in Granada will grow rather than diminish; bids for foreign ownership of broadcasting companies will increase. The focus of regulation should surely be programmes not ownership. The time has come to ask whether the broadcast regulators should not stick to their last, and leave movements of capital and market preference to take care of themselves.

EQUALITY AFTER WORK

The five-year difference in retirement ages between men and women in Britain has always been an anomaly. It was introduced in 1940 on the assumption that this was the "normal" age-gap between husband and wife, who would thus be enabled to retire at the same time. This attempt at social engineering runs counter to the pattern of life expectancy; women in Britain, as elsewhere in the developed world, are longer-lived than men. Governments have hesitated to tackle this bizarre inequality for fear of the cost, either financial or political. It was calculated by Mr Norman Fowler's review committee last year that reducing the male retirement age to 60 would cost some £2½ billion a year in extra pension payments. To equalise the retirement age at no cost would require both sexes to retire at just over 64. This would make little difference to men, but oblige women to wait more than four years more for their pension. The most dedicated proponents of equality have quailed at the thought of so provoking the majority sex. Now, however, the Government has been successfully challenged from the opposite point of view: by a woman perfectly happy to go on

working until 65, and indeed objecting strongly to being forced to retire five years before her male colleagues. Although the judgment by the European Court that this contravenes the rules of the European Community against sex discrimination applies strictly to public-sector employees, it will force the British Government along a chain of consequential reforms. Public-sector employers cannot equalise retirement ages below 65 without leaving some male employees in financial difficulty - since they would not be eligible for a state pension. At higher income levels, this is not important: civil service permanent secretaries, already required to retire at 60, do fine without the basic state pension for a few years. But change right down the earnings scale will force the Government to rethink the rules for the state pension scheme. This will leave private industry out of line, both with the views of the European Court and with the state pension system. The ground for change has, fortunately, already been prepared by the Fowler reviews. The Government's white paper spoke of the need to move to a flexible "decade of retirement" during which working people could make

their own decisions. The important point, fudged in the reviews but now brought sharply into focus, is that the conditions governing those decisions should be the same for men and women. Just as it was patently unfair that a woman should be forced to retire earlier, so it is equally unfair that she should automatically be entitled to an earlier state pension. This consequence may still be unpalatable to many women, but social change is already moving in the direction of equality. Men are retiring earlier; between 1981 and 1983 the proportion aged 60-65 still in the workforce dropped from just under 70 per cent to just under 60 per cent, a trend encouraged by government efforts to lower the unemployment figures. At the same time the proportion of women in work has been rising; and even now, one-fifth carry on beyond retirement age. These shifts gradually reduce the costs of achieving equality. At the same time, the European ruling highlights the oddity of British practice. Although we are not alone in the European Community in stipulating a lower retirement age for women, France and Germany - the heart of the EEC - both practise equality. In theory, at least.

LETTERS TO THE EDITOR

Protecting young from obscenity

From Mr Winston S. Churchill, MP for Doynton (Conservative). Sir, The intemperance of your leading article attack (February 24) on my Obscene Publications (Protection of Children) Amendment Bill is regrettable, especially given the errors of fact and outdated information on which it was based. You are mistaken when you declare that my private member's Bill takes no account of "direct broadcasting by satellite." The Bill would cover all broadcasts, including from a satellite, where the transmission originates from within the United Kingdom. Further, you choose to overlook the fact that, at second reading, I gave specific undertakings to introduce amendments at committee stage to provide for the exemption of actually reporting from any "laundry list" and to ensure that my Bill did not stray into any area beyond its intended two-fold objective, namely to make television and sound broadcasting subject to the Act and to restrict the availability to children of the more explicit brands of pornographic magazines. In fulfilment of that undertaking, the relevant amendments were tabled on the morning of February 21, as confirmed by the Press Association in a Press release put out on February 22. You mistakenly suggest that the only ground for concern that has been voiced in regard to television was in relation to the showing of "a single film (a serious film, its theme taken from the early church)". In fact the production which has caused greatest public concern was the Derek Jarman film *Jubilee* (nothing to do with the early church). Leaving aside the grosser obscenities and constant four-

A-level test of relative value

From Mr R. J. Howes. Sir, As a teacher with 13 years' experience of Advanced-level teaching and a good honours degree I have this week been offered, by a most respected examining board, marking of their Advanced-level literature and background studies paper in a modern foreign language. The candidates take a three-hour paper and the list from which they may choose books for study comprises 29 titles, some of which are full-length novels. A further nine works are suggested as background reading. To do the candidates justice one would presumably have to read or re-read all 38 of these. The fee offered for all this preparatory work is £12.70 gross. The fee for each script marked is £2.06 gross. Experience tells me that one would be hard put to it fairly to mark more than four scripts per hour. Recently I was the executor of an estate. The firm of solicitors involved charged £50 per hour for the work of a partner and £30 per hour for the work of a legal executive. VAT was payable in addition. We might do well to reflect upon the value we place on accuracy in typing up the affairs of the dead and accuracy in marking the examinations which determine the future of the young. Yours faithfully, R. J. HOWES, 9 Vicarage Road, Leasington Spa, Warwickshire, February 15.

Left foot forward

From Mr Harry Brooke. Sir, Interesting that Bernard Levin (February 20) recommends the purchase of shares in albatross-breeding firms in the event of a Labour victory in the next election. For some time I have been putting forward the proposition that, to such an eventuality, shipping shares would be the best buy. With half the population of the UK wanting to say goodbye for ever, the airlines could not cope and shipping to foreign destinations would boom. However, it must be borne in mind that such a new Government might soon be in danger. Remembering how Dubcek, in Czechoslovakia, wanted to have communism with a "bumma face" and, as a reward, was dragged off to the Kremlin while the hard left moved into power (Dubcek is now working as an under-gardener

Winter fuel ruling

From Mr R. E. K. Holmes. Sir, Your leader (February 19) concerning social security payments where exceptionally severe weather causes high fuel consumption was misleading in certain respects. Contrary to the impression given, the circular in question was issued by the Chief Adjudication Officers, not by the Social Security Commissioners; this followed a decision of a tribunal of three Commissioners in an appeal relating to single payments to meet fuel costs. The Commissioners' decision was based on their construction and interpretation of statutory regulations made by the Secretary of State for Social Services. The decision held that the method by which claims had been determined by Adjudication Officers did not accord with the language of the regulations. There has been no appeal from that decision. It is important to recall that the Social Security Commissioners are an independent appellate body whose function is not to determine or advise on policy but rather to determine judicially, in the light of the relevant statutes and regulations, cases relating to social security matters. Yours sincerely, R. E. K. HOLMES, Under Secretary, Courts and Legal Services Group, Lord Chancellor's Department, Neville House, Page Street, SW1, February 19.

Selling of water

From the Director of the School of Water Sciences, Cranfield. Sir, I served on the Department of the Environment's Central Advisory Water Committee whose report led to the formation of the regional water authorities, now to be privatised. Faced with a choice between multi-purpose authorities handling river management, water supply and effluent disposal, or single-purpose authorities undertaking these three functions respectively, we never reached full agreement. The technologists felt that multi-purpose authorities were the only effective means of coordinating the three functions, while administrators and politicians foresaw problems of accountability and control. For example, a water authority discharging sub-standard sewage to a river (which was then a

Wapping dispute

From Mr D. P. Forbes. Sir, I am aware that this suggestion may be out of place in your columns, but I believe that the print unions and principally Sogat are seeing their current dispute with News International in the wrong light. If they were to make virtue of necessity Sogat would see that they have been presented with a tremendous opportunity. News International currently have printing plant that is surplus to their requirements. Sogat, either alone or with assistance from other unions, could commit its considerable assets to obtain this, either by lease or by purchase. News International could hardly argue an exorbitant price as they claim the machinery is yesterday's technology. With the workers in possession of the means of production, the way is then open for the launch of a truly left-of-centre popular daily newspaper, one that the Labour Party has consistently maintained does not exist. With so many committed trade unionists currently unable to buy a paper that accurately reflects their political views, the readership potential is enormous. Surely there exists here something worthy of consideration, something better than 5,000 people unemployed. Yours faithfully, D. P. FORBES, 52 Turnpike Link, Croydon, Surrey, February 17.

Voluntary services

From Dr Alec Dickson. Sir, The text of Mr Ruddock's letter (February 20) regarding funding for the law centre and migrants' unit in Paddington suggests some of the possible reasons why he has been disappointed in the response. It would be difficult to address 600 separate letters to trusts, charities and businesses without recourse to a word processor. Trusts and charities are unsympathetic to mechanically duplicated appeals - especially if they have not taken into consideration the particular interests of the trusts and charities concerned.

Values all at sea

From the Master of Jesus College, Cambridge. Sir, Two accidents occurred yesterday (February 21). One caused a speck of radioactive dust to settle briefly on an engineer's face. The other took the lives of 18 fishermen. Yet the BBC and ITN, on their main evening television news programmes, gave premier places to the first and lowly ones to the second. What a distortion of values and triumph of fashion over compassion. Yours faithfully, ALAN COTTRELL, The Master's Lodge, Jesus College, Cambridge, February 22.

Church heritage

From the Secretary of the Churches Main Committee. Sir, Whatever may be the reasons for the smallness of the number of grants to Nonconformist churches under the scheme of state aid for churches in use, it is unlikely that a lack of knowledge of such a source of funding (as suggested by the Architectural Adviser to the Victorian Society, February 20) is one of them. The Churches Main Committee have in membership over 40

Troubled conscience

From the Reverend Canon Mark Ruston. Sir, Fifty yards from my vicarage here stands the famous All Saints' church. I have no responsibility at all for it, but a letter arrived here this morning addressed to "The Present Occupier, All Saints' Church". It asks if there is a TV receiver and, if so, why it is not licensed. What should I do, Sir? These are deep theological waters. All Saints

ON THIS DAY

FEBRUARY 27 1922 Henri Désiré Landru (1869-1922), known as the "Bluebeard of Gambais", was arrested in April, 1919 and charged with the murder of 10 women whom he had lured to his villa. No bodies were ever found but human bones and fragments of clothing were found in the garden. This little, bald-headed, bearded man was known to have murdered 223 females during the time he lived a middle-class life in the company of his young mistress. The Charles Chaplin film *Monsieur Verdoux* (1947) was loosely based on the Landru case.

LANDRU'S DEATH

A MYSTERY UNSOLVED. (From Our Own Correspondent.) PARIS, FEB. 26. Henri Désiré Landru, the murderer of Gambais, was executed at Versailles yesterday. He protested his innocence to the last, and died as enigmatic, as courteous, and as quietly dignified as ever. The mystery of the deaths of 10 women and one youth for whose lives he paid yesterday with his own remains unsolved. Even now, no one knows how he killed them, or why. He avenged his victims, it is true, but the sums were never large, and if robbery was his motive in most cases it could not have been what prompted him every time, for from one of his victims he had but two francs. At about 4 o'clock in the morning Landru awoke from a fitful slumber to find in no doubt that his petition for clemency had been rejected by the President of the Republic - and he complained to the warden that it was cold. They gave him an extra covering, and he rested uneasily until the arrival of M. Béguin, representing Maître Godefroi, the Advocate-General, who had declined to undertake the formal duties still to be done. M. Béguin, the Procureur, the Abbé Loisel, Maître Giffier, Landru's counsel, and a colleague, and the executioners. M. Béguin formally announced that the petition for pardon had been rejected, and urged Landru to have courage. Landru quietly asked, "To whom have I the honour of speaking? I do not know you." And it was only after M. Béguin had been properly presented to him that he took notice of the lawyer's announcement. Then Landru said: "I am innocent. But I will die bravely. I forgive you all, as I know it is not your fault." The traditional cigarette and glass of rum he refused, and he rejected the Abbé Loisel's offer to hear his confession. Similarly he refused to have Mass said for him. "I would willingly attend Mass, M. l'Abbé," he said, "but I do not wish to keep these gentlemen waiting." His only complaint was when he thought that the executioners were binding him too tightly, but when they explained that this was according to regulations he raised no further objection. His plea that his beard should not be cut off was listened to. The executioners merely trimmed it a little for form's sake when they were cutting away his shirt collar. He warmly thanked Me. Mario Giffier for his efforts to save "an innocent man," and when M. Béguin, the Procureur, asked him if he had any declaration to make he answered, "Such a question addressed to an innocent man who is already almost in the next world is insulting."

Meaningful terms

From Mr Andrew Knipe. Sir, Mr. K. L. Regan's comment (February 4) on the drowsiness warning on the label of a bottle of sleeping tablets is interesting but not unusual. As a pharmacist, may I say that the warning was probably to be referred, with oral reinforcement from the pharmacist present, to the possibility of a "hangover" effect the next morning and the need to take care because of this - not such as "dopey" idea after all. Yours faithfully, ANDREW KNIFE, Bryn Teg, 57 Gilly Road, Bridgend, Mid Glamorgan.

From Mr John Crockford-Hawley

Sir, To add to our educational vocabulary the West Country's concurium supplier now sells "simulator transparent". It used to sell tracing paper. Yours faithfully, JOHN CROCKFORD-HAWLEY, Wyvern School, Geography Department, Saodringham Road, Weston-super-Mare, Avon, February 19.



Luxembourg

LA CRÈME DE LA CRÈME

European Law Report

UK retirement ages against EEC law

Marshall v Southampton and South-West Hampshire Area Health Authority (Teaching) Case 152/84. Before Lord MacKenna, Stuart, President and Judges U. Evering, K. Bahlmann, G. Bosco, O'Higgins, O. Due and Advocate General Sir Gordon Slynn.

The industrial tribunal upheld her claim in so far as it was based upon infringement of the principle of equality of treatment laid down by Council Directive No 76/207. The answer to the Court of the tribunal's decision was set aside by the Employment Appeal Tribunal and Miss Marshall appealed against that decision to the Court of Appeal.

concerned had correctly implemented the directive in national law. Finally, with regard to the question whether the provision contained in article 5(1) of Directive No 76/207 which implemented the principle of equality of treatment set out in article 2(1) of the directive should be considered, as far as its contents were concerned, to be unconditional and sufficiently precise to be relied upon by an individual as against the state, it had to be stated that the provision, taken by itself, prohibited any discrimination on the ground of sex with regard to working conditions, including the conditions governing dismissal, in a general manner and in unequivocal terms.

Law Report February 27 1986

Aid to taxpayer in Revenue valuation

Regina v Attorney General, Ex parte Imperial Chemical Industries plc. Lord Oliver of Aylmerton, Lord Justice Lloyd and Lord Justice Nourse. Judgment given February 24.

A valuation of ethane by the Inland Revenue, for the purposes of section 134 of the Finance Act 1982, below the sum of the alternative fuel value, at beach (St Felix in the case of Brent ethane) and the transport and processing costs to the petrochemical plant, was held to be in accordance with section 134 and Schedule 18 and would constitute aid to the taxpayer within the meaning of articles 92 to 94 of the EEC Treaty.

Where, therefore, an election pursuant to section 134 and Schedule 18 had been accepted by the Revenue on a valuation basis which was contrary to law, then the continued assessment of tax on the basis of such acceptance constituted an aid or otherwise a plan to grant aid within the meaning of articles 92 and 93 of the Treaty.

Assistants guilty in absence of principal

Regina v Donald (John), Regina v Donald (Lesley). Before Lord Justice Watkins, Mr Justice Garland and Mr Justice Ognall. Judgment given February 24.

Mr C. S. J. Metcalf, assigned by the Registrar of Criminal Appeals for the appellant, Mr W. H. R. Crawford, QC and Mr John Milford for the Crown.

There was no authority for the proposition that the prosecution should not proceed as they did in this case. It was necessary to observe that when the appellants faced this charge no submission was made to the effect that it was not a case for the Donalds to be tried in the absence of Wilson.

Secretary to the Group Chief Executive. Substantial Salary and Benefits. Stone International plc. Crawley. Stone International plc is the holding company of a systems engineering group, operating in the UK and overseas.

CAROLINE KING PERSONNEL. One of the City's most famous institutions is looking for a secretary to assist their Personnel Manager. FASHION. Become part of one of Britain's most successful fashion chains as secretary to their Concessions Director.

INTERNATIONAL TRAVEL ORGANISATION. SPECIALIZED TRAVEL DEPARTMENT. INCORPORATED DEPARTMENT. Common travels throughout the world.

SECRETARY to £11,000. Join this very successful City computer software house as assistant to a director. They are a subsidiary of a famous name merchant bank.

BADENOCH & CLARK ADMINISTRATIVE ASSISTANT EC4 RECRUITMENT CONSULTANTS. Salary £8,000 a.e. We are one of the largest City based Financial Recruitment Consultants.

MIDDLETON JEFFERS. HOUSE BUYER. £18,000 plus a SUB. We are currently in an immediate search for a person to join our team.

MIDDLETON JEFFERS. HOUSE BUYER. £18,000 plus a SUB. We are currently in an immediate search for a person to join our team. JOAN TREE. A large international Co. currently seeks to recruit a secretary.

SECRETARY/P.A. Due to the impending retirement of present secretary, a replacement is sought by the General Manager of a substantial group of family trusts at their Central London offices.

SECRETARY £11-12,000 pa. For Architects/Designers in Covent Garden, superb skills, a minimum of two years similar experience.

PA/HOUSEKEEPER, SW1. For attractive position in Art World, life of variety for flexible person able to combine both roles.

SECRETARY/RESEARCH ASSISTANT. Required for the Senior Executive of a small specialist firm of E.C.C. consultants in Jersey Street.

EXECUTIVE SECRETARY. Member of House of Lords with international business and literary interests requires experienced executive secretary.

GRADUATES START YOUR MEDIA SALES CAREER! If you have graduated in the last two years, know that you would succeed in a dynamic advertising sales environment.

ASK ALFRED MARKS. AUDIO SECRETARY £8,500+. Property development opportunities available in the East London area.

ASK ALFRED MARKS. PA SECRETARY £9,250 + bonus + LV's. 1970s Mayfair/Chiltern Department of design and decoration.

ASK ALFRED MARKS. MAYFAIR £8,700 + bonus + LV's. Senior partner requires well grounded secretary with excellent shorthand and audio typing skills.

General Appointment. The National Opera Studio wishes to appoint a Director to replace Michael Langdon C.B.E.

"Once in every decade or so there comes a chance to create something really significant on an international scale.

Something which is bigger, by virtue of its name and what it is, than all its parts put together.

Something which is both synonymous with its country's expanding economy and a symbol of it.

Something which is a cornerstone of "Great Britain Limited" in the international market place.

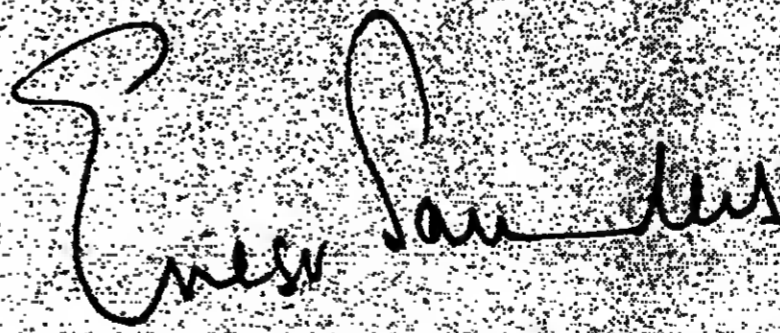
Something which not only leads the way to long term prosperity but which also creates wealth and jobs.

Something which makes those who were in on the ground floor of it both proud and financially rewarded to have been there at the beginning.

Something which is not just another part of investors' portfolios, large or small, but at the very core of them.

That, I believe, is what we have the chance to do with this merger.

I believe the joining of Guinness and Distillers will provide the foundation on which we can build an international company for the 1990's and after."



ERNEST SAUNDERS, CHIEF EXECUTIVE

**GUINNESS PLC**

This advertisement is published by Morgan Grenfell & Co Limited and The British Linen Bank Limited on behalf of Guinness PLC. The Directors of Guinness PLC are the persons responsible for the information contained in this advertisement. To the best of their knowledge and belief (having taken all reasonable care to ensure that such is the case) the information contained in this advertisement is in accordance with the facts. The Directors of Guinness PLC accept responsibility accordingly.

مركزنا من الأصل

STOCK MARKET  
No threat to merger  
Argyll case adjourned  
25m Farley  
Hanson call  
School sale  
Maister job  
12m merger  
0.5m buy  
Brock fa



FINANCE AND INDUSTRY

STOCK MARKET FT 30 Share 1270.2 (+6.0) FT-SE 100 1534.6 (+6.9) USM (Datastream) 115.70 (+0.02) THE POUND US dollar \$1.4890 (-0.006) W German mark Dm 3.3175 (-0.0373) Trade-weighted 75.3 (-0.4)

Oil and EEC lift payments surplus to over £1 billion

Britain's balance of payments surged to a surplus of more than £1 billion last month, helped by refunds from the EEC budget and an unexpected jump in oil exports.

The current account of the balance of payments was in surplus by £1.14 billion last month, the largest since March 1983, when the current account was in the black by £1.145 billion.

Exports were valued at £6.25 billion last month and imports at £5.11 billion, giving a visible trade surplus, after rounding, of £140 million. This is the best visible trade performance since last May.

Export volume fell 1 per cent in January, although excluding the erratic items of trade it was broadly unchanged.

No threat to merger

Plans for a merger between Exco, the international money broker, and Morgan Grenfell are not under threat from Exco's biggest shareholder, contrary to strong City speculation in the past few days.

Argyll case adjourned

A High Court move by the Argyll Group to block a bid by Guinness for control of the Distillers Group, due to be heard tomorrow, has been adjourned until next week.

£25m Farley

Farley Health Products, the baby foods business put into liquidation by Glaxo last month after salmonella bacterium was found at its Kendal plant, is likely to be sold for between £20 and £25 million against expectations before the salmonella outbreak of £40 million.

Hanson call

Lord Hanson, chairman of Hanson Trust, which is bidding £2.4 billion for Imperial Group, has written to United Biscuits shareholders asking them to sell their shares or at least reject UB's "high risk" bid for Imperial.

School sale

The Corporation of the City of London is to sell the City of London Boys School on Victoria Embankment and the former Guildhall School of Music site close by. The Boys School will be redeveloped with 335,000 sq ft of space and the School of Music with 112,000 sq ft of offices.

Laister job

Mr Peter Laister, former chairman of Thorn EMI until removed in a boardroom tussle, is joining the boards of Mr Robert Maxwell's British Printing and Communications Corporation and Mirror Group Newspapers as a non-executive director.

£12m merger

Havelock Europa, the design and shopping company quoted on the Unlisted Securities Market, is taking over Store Design in a £12 million agreed merger.

£3.5m buy

Pilkington Brothers has acquired Kooltherm Insulation Products for £3.5 million in cash.

Battle for Granada to continue

Rank Organisation yesterday pledged to continue its battle for control of Granada even though the Independent Broadcasting Authority has said the takeover bid is unacceptable.

Join EMS, says CBI president

Industrial leaders yesterday made their strongest call so far for the Government to take advantage of the pound's competitiveness and take Britain into membership of the European Monetary System.

SIB draft rules unveiled

Private investors will be entitled to details of a firm's interest in the investment in selling and to have their suitability for such an investment assessed, if rules proposed yesterday by the Securities and Investment Board come into force.

Haslemere steps up fight against Rodamco

Haslemere Estates' attempts to ward off Rodamco Property's takeover of £179 million bid are hotting up. The company will produce its defence document, which hinges on the revaluation of its portfolio, tomorrow.

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Distillers' fate hangs in Borrie's balance

Historically the most remarkable event in the latest phase of merger mania is the complete internal collapse of two major Scottish businesses, Distillers and Coats Patons, when confronted with takeover bids.

The speed with which the Coats board opted for Vantona Viyella, spurning Dawson International, was not becoming in Scottish eyes.

Distillers' fate still hangs in the balance, with, it appears, Sir Gordon Borrie, director general of Fair Trading, holding the power. His power, at least for the time being, is enhanced by two factors.

Whether Sir Gordon will recommend the second Guinness bid should be referred to the commission, despite Guinness's claim that its willingness to dispose of certain Distillers' brands in order to reduce the Guinness (Arthur Bell) Distillers share of the home Scotch market below the offending 25 per cent limit should remove the competition obstacle to the merger.

The DTI needs to climb down from the fence. If it is not prepared to do so, the Prime Minister should look over Sir Paul Channon's shoulder: her belief in the importance of size and muscle in international markets has come through loud and clear in her eagerness to dispose of British Leyland. The future of a major UK exporter is at stake in the bidding for Distillers. Guinness is better placed

to restore Distillers as an international force than Argyll. If faces need to be saved and a reference to the commission is considered to be diptomatic, the DTI should insist that the commission reports within a month at the most. It is absurd that Distillers should be delivered into Argyll's hands by the bureaucratic machinations of a system that is already discredited by the lack of a coherent and sensible mergers and competition policy.

SDP siren song

With a nice sense of timing, the Social Democrats have just published their proposals for a new competition policy. The burden of their song is that the system for scrutinising mergers needs to be rationalised.

The SDP would like to see the roles of the existing Office of Fair Trading, the Monopolies and Mergers Commission and the Restrictive Practices Court rolled into one, to be performed by a souped-up OFT. To streamline its review of merger bids, the SDP would also like to confine its terms of reference to economic considerations: questions of "the public interest", it believes, should be handed back to the politicians.

These changes, the SDP believes, would speed up the consideration of bids caught in the net of regulation. The intentions behind these proposals are admirable. But they involve a greater degree of regulatory activity than its authors perhaps appreciate.

For a start, the SDP believes that its OFT should operate from a presumption against mergers, which would be rebutted by, for example, a judgment that the merger would lead to greater wealth creation, more productive use of assets or an increased ability to compete in international markets. The SDP paper suggests that all mergers where the assets involved amounted to over £30 million, or market share of at least 25 per cent (the present lower limit for a referral to the MMC) should be considered by the new OFT; which would either agree them immediately or initiate a detailed study. But the conditions allowing the presumption against mergers to be overcome are rarely a matter for instant judgment; thus the proportion that would have to be examined in detail might become very high.

Moreover, these economic criteria are themselves pretty broad, and may well conflict. Although some worries (for example, questions of foreign ownership) would be removed by transferring the guardianship of the public interest to the politicians, the OFT would still have a more complex task than applying simple rules concerning competition. The SDP further suggests that individuals and companies should be given the right to initiate actions in the courts against anti-competitive practices. Again, though the principle is admirable, one rather quails at the volume of litigation it might stimulate.

Brock favoured for World Bank

The US Administration, heeding criticism from Europe and Japan, has assembled a new list of candidates to head the World Bank when Mr A. W. "Tom" Clausen's term expires in June. At the top of the new list is Mr William Brock, Secretary of Labour in President Reagan's cabinet and a former US trade representative, diplomatic source said.

Mr Brock is well known in European and Japanese circles from his trade representative days when he oversaw the implementation of "voluntary restraints" limiting car imports from Japan and steel imports from Europe. As a result of his trade experience, Mr Brock meets one of the key criteria of the US Treasury - that the next World Bank president should be "fully conversant with the debt problem". Mr Brock's name has been circulated by the Administration - which traditionally

Offer may be made for Berisford

S & W Berisford, the commodity trading and sugar refining group, announced last night that it was in talks with an unnamed company that could lead to an offer being made. Market sources said that Hillside Holdings, the fast-growing foods group, had been strong buyers of Berisford shares in recent weeks, and was almost certainly the mystery suitor. Berisford said that discussions were at an early stage. The company's shares jumped 13p to 78p yesterday, valuing the group at £341 million. Berisford said this week that it was in talks with a number of companies, including Hillside, over the possible sale of British Sugar. Meanwhile, it was reported that Ferruzzi, the Italian agro-industrial group, was negotiating to buy British Sugar.

BUSINESS EXPANSION SCHEME

UNICORN INNS plc logo and text: Offer for Subscription by W. GREENWELL & CO. of up to 3,000,000 Ordinary Shares of 25p each at £1 per share payable in full on application. Minimum application: £2,000.

Offer for Subscription by W. GREENWELL & CO. of up to 3,000,000 Ordinary Shares of 25p each at £1 per share payable in full on application. Minimum application: £2,000. Compare this proposal with other BES opportunities. The Offer closes on March 17th. Copies of the prospectus with application form attached may be obtained from: John Spiers, W. Greenwell & Co., Telephone: 01-236 2040, Bow Bells House, Broad Street, London EC4M 9EL.

WALL STREET

New York (Reuters) - Shares trimmed their losses in early trading yesterday as crude oil spot prices slid, traders said. The Dow Jones industrial average, which was down eight points to 1,690 at one stage before recovering from a low of 1,682, closed at 1,692.66, down 5.62.

Profit-taking was set off initially as the Dow Jones industrial average failed to close above 1,700 on Monday. Declining shares led advancing issues by a three-to-two margin on volume of 100.17 million shares. Transportation shares recovered modestly from the lows touched at midsession.

American Stock Exchange prices closed higher in active trading. The Amex market value index gained 0.47 to 249.73.

Table with columns for stock symbols (e.g., AMR, ASA, ASIA) and their corresponding prices and changes.

FOREIGN EXCHANGES

STERLING SPOT AND FORWARD RATES table showing market rates and forward rates for various currencies.

COMMODITIES

LONDON COMMODITY table listing prices for various commodities like rubber, oil, and metals.

COMMODITIES

LONDON METAL EXCHANGE table showing prices for metals like copper, lead, and zinc.

MONEY MARKETS AND GOLD

Table showing money market rates, gold prices, and other financial indicators.

OTHER STERLING RATES

Table showing other sterling rates for various currencies and regions.

INVESTMENT TRUSTS

Table listing various investment trusts and their performance metrics.

LONDON FINANCIAL FUTURES

Table showing London financial futures prices for different contracts.

Wardell Roberts, formerly ITM, which markets snack foods, is seeking a listing on the Unlisted Securities Market.

Table showing financial data for Wardell Roberts and other companies.

FINANCIAL TRUSTS

Table listing financial trusts and their details.

THE TIMES UNIT TRUST INFORMATION SERVICE

Large table providing detailed information on various unit trusts, including names, managers, and performance data.

La Crème de la Crème advertisement featuring a large image of the product and text describing it as a wide range of secretarial and P.A. appointments.

Advertisement for 'سلاوات الوطن' (Sawlat al-Watani) featuring a large image of a person and text in Arabic.

TEMPUS

Cement price rise set in imagination only

Stock market dealers have wonderful imaginations. Without any firm evidence, they have convinced themselves that a cement price increase will be announced next Wednesday after the monthly meeting of the Cement Manufacturers Federation. In the past month, this belief has added 40p to Blue Circle Industries' share price, which now stands at 581p.

The value put on Henderson Administration, which has a wider spread of funds, including pensions and investment trusts as well as the more profitable unit trusts, points to a price tag of about £60 million - that is, about 4 per cent of the funds under management. Given that the investment trust business, which dominates Foreign & Colonial, produces only 1 per cent a year, even this assessment looks high.

ITC 'did not heed warning'

The International Tin Council ignored warnings from its secretariat that its main tin assets could be insufficient to protect it if market prices fell, a leading banker said yesterday.

Shares recover after trade figures boost confidence

Stock markets gave a steady performance after Tuesday's sharp reaction caused by the strong pound. The FT 30-share index gained 6.0 points at 1,370.2 and the FT-SE 100-share market was up 6.9 at 1534.6.

Amstrad met profit-taking at 372p, down 8p, but other high tech issues such as Logica advanced 12p to 166p. Adverse comment on Tuesday's results left Mount Charlotte 4 1/2p lower at 194p.

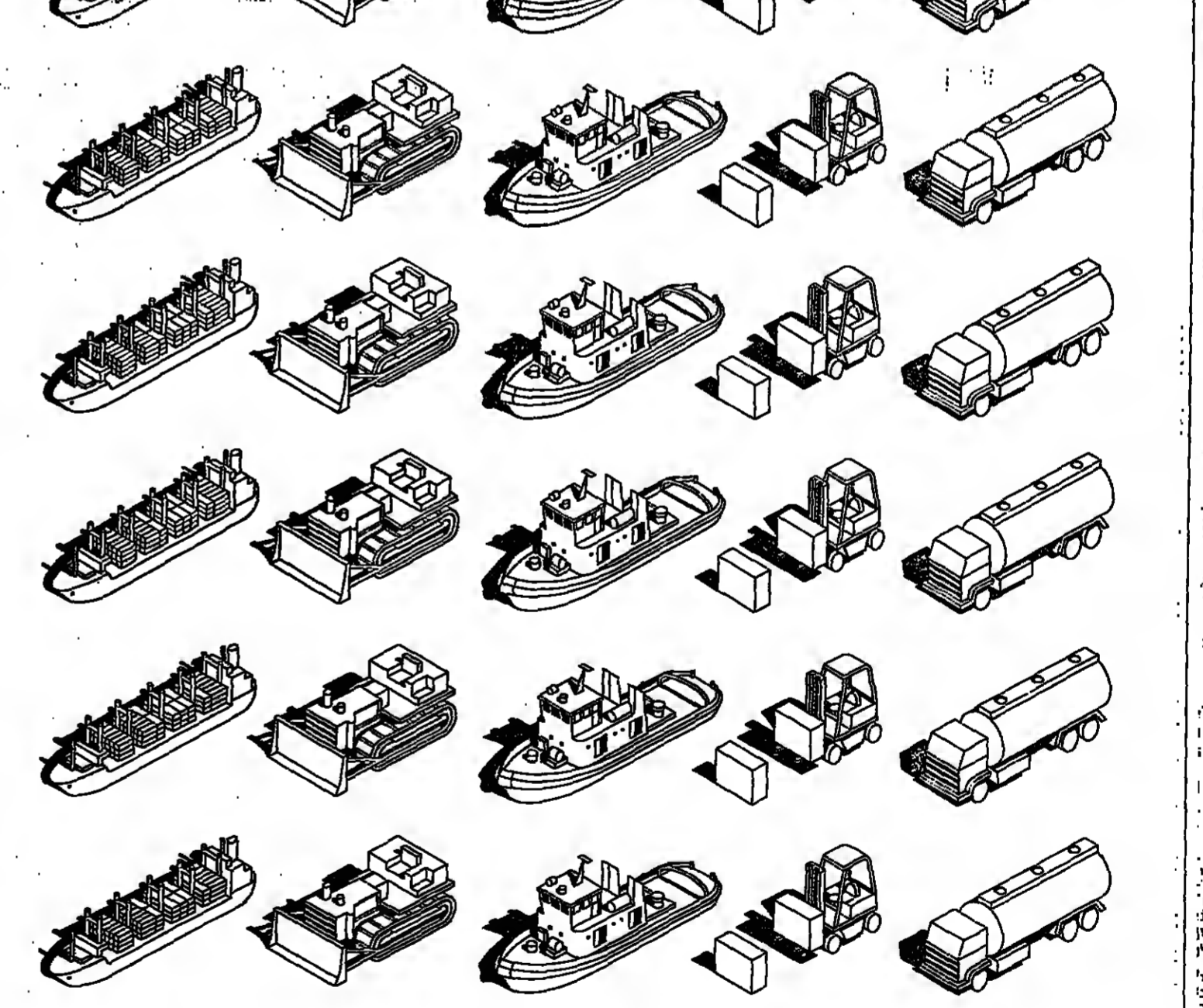
THIS NOTICE DOES NOT CONSTITUTE AN OFFER FOR SALE AND THE STOCK DESCRIBED BELOW IS NOT AVAILABLE FOR PURCHASE DIRECT FROM THE BANK OF ENGLAND. OFFICIAL DEALINGS IN THE STOCK ON THE STOCK EXCHANGE ARE EXPECTED TO COMMENCE ON 27TH FEBRUARY 1986.

9 1/2 per cent CONVERSION STOCK, 2005

PARTICULARS OF AN ISSUE OF £800,000,000. Amount paid on issue £20.00 per cent. Amount payable on Monday, 28th April 1986 £40.00 per cent. Amount payable on Monday, 2nd June 1986 £36.50 per cent.

COMPANY NEWS

INDEPENDENT NEWS-PAPERS: Final dividend 10p making 15p for 1985 - a 25 per cent increase - plus a one-for-two scrip issue. Turnover Ir £77.33 million (Ir £69.5 million). Pretax profit Ir £4.6 million (Ir £3.8 million). Earnings per share 21.9p (13.4p).



The fact that we're not all at sea makes our business all the more buoyant.

As an industrial services group with a special emphasis on international distribution, we have long been providing industry with the means to do business worldwide. A hundred years ago, that meant shipping. Today, our reputation is based just as much on our skills in freight forwarding, offshore oil support and waste management as on our marine operations.



NUM  
DIY  
likely

THE TIMES Portfolio

From your portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won a prize. If it does not you have lost a prize. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with 3 columns: No., Company, Year gain or loss. Lists various companies like Farnell Elect, Br Telecom, etc.

Weekly Dividend Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.

Table with 7 columns: MON, TUE, WED, THU, FRI, SAT, Weekly Total. For tracking daily dividends.

BRITISH FUNDS

Table with 4 columns: High, Low, Stock, Price. Lists various funds like SHORTS (Under Five Years), FIVE TO FIFTEEN YEARS, OVER FIFTEEN YEARS, UNDATED, INDEX-LINKED.

BANKS DISCOUNT HP

Table with 4 columns: High, Low, Company, Price. Lists banks and financial institutions like Allied Irish, Nat Aust Bk, etc.

STOCK EXCHANGE PRICES Shares turn mixed

ACCOUNT DAYS: Dealings Began February 24, Dealings End March 10, Contango Day March 10, Settlement Day, March 17. Forward Bargains are permitted on two previous days

BREWERIES

Table with 4 columns: High, Low, Company, Price. Lists breweries like Allied-Lyons, Tennent, etc.

BUILDINGS AND ROADS

Table with 4 columns: High, Low, Company, Price. Lists construction firms like Aberdeen Const, Colson Gp, etc.

CHEMICALS, PLASTICS

Table with 4 columns: High, Low, Company, Price. Lists chemical companies like AKZO NV, ICI, etc.

CINEMAS AND TV

Table with 4 columns: High, Low, Company, Price. Lists cinema and TV companies like Anglo TV, etc.

DRAPERY AND STORES

Table with 4 columns: High, Low, Company, Price. Lists retail companies like Debenhams, etc.

ELECTRICALS

Table with 4 columns: High, Low, Company, Price. Lists electrical companies like Farnell, etc.

FINANCE AND LAND

Table with 4 columns: High, Low, Company, Price. Lists financial institutions like Abingdon, etc.

FINANCIAL TRUSTS

Table with 4 columns: High, Low, Company, Price. Lists trusts like Alford & Suters, etc.

FOODS

Table with 4 columns: High, Low, Company, Price. Lists food companies like ASDA, etc.

HOTELS AND CATERING

Table with 4 columns: High, Low, Company, Price. Lists hotel companies like Grand Hotels, etc.

INDUSTRIALS A-D

Table with 4 columns: High, Low, Company, Price. Lists industrial companies like ABB, etc.

INDUSTRIALS E-K

Table with 4 columns: High, Low, Company, Price. Lists industrial companies like Eastern Prod, etc.

INDUSTRIALS L-R

Table with 4 columns: High, Low, Company, Price. Lists industrial companies like LHM, etc.

MINING

Table with 4 columns: High, Low, Company, Price. Lists mining companies like Anglo Am Coal, etc.

MOTORS AND AIRCRAFT

Table with 4 columns: High, Low, Company, Price. Lists motor and aircraft companies like Applied, etc.

NEWSPAPERS AND PUBLISHERS

Table with 4 columns: High, Low, Company, Price. Lists newspaper and publisher companies like Associated, etc.

OIL

Table with 4 columns: High, Low, Company, Price. Lists oil companies like Anglo, etc.

OVERSEAS TRADERS

Table with 4 columns: High, Low, Company, Price. Lists overseas trading companies like Anglo Japanese, etc.

PAPER, PRINTING, ADVERTISING

Table with 4 columns: High, Low, Company, Price. Lists paper, printing, and advertising companies like Adams, etc.

PROPERTY

Table with 4 columns: High, Low, Company, Price. Lists property companies like Adams, etc.

SHIPPING

Table with 4 columns: High, Low, Company, Price. Lists shipping companies like Anglo, etc.

SHOES AND LEATHER

Table with 4 columns: High, Low, Company, Price. Lists shoe and leather companies like Anglo, etc.

TEXTILES

Table with 4 columns: High, Low, Company, Price. Lists textile companies like Anglo, etc.

THE TIMES Portfolio

DAILY DIVIDEND £2,000 Claims required for +35 points Claimants should ring 0254-53272

Table with 3 columns: No., Company, Year gain or loss. Lists various companies.

Weekly Dividend Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.

Table with 7 columns: MON, TUE, WED, THU, FRI, SAT, Weekly Total.

BRITISH FUNDS

Table with 4 columns: High, Low, Stock, Price. Lists various funds.

BANKS DISCOUNT HP

Table with 4 columns: High, Low, Company, Price. Lists banks and financial institutions.

FROM APRIL 1... to a new... S... to... Te...



سنة من الأمل

# Number of big DIY groups 'likely to halve'

By Derek Harris, Industrial Editor

The number of big retailing groups in the do-it-yourself sector is likely to halve in the next three to five years as market growth eases and a price war threatens. This forecast comes in a new report by Marley, the building products group, prepares to complete the sale of its DIY subsidiary Payless within a month.

The company is thought to have put a price tag of more than £100 million on the chain which, with 65 outlets, is Britain's third largest DIY retailer. But trade speculation is that it has been receiving offers of substantially less than that.

A number of the big DIY retailers are believed to have shown interest, including Home Charm and Magnet and Southern, the timber and joinery chain.

The new report on DIY retailing by NOW Research, part of the Gordoo Simmons Research Group, forecasts that the number of big retail-

ers will drop from 14 to between six and eight over the next three to five years because of mergers, takeovers and acquisitions.

It also foresees the closure of many medium-sized multiples with less than 50 branches and the smaller independent specialists as the big groups continue their expansion into new generation superstores.

A price war at the edge-of-town superstores is also forecast as the big groups embark on aggressive marketing and sales policies.

The DIY market is expected to grow at a lower rate than in the past two or three years, setting an annual increase of 7 per cent in 1987.

As pricing becomes more competitive DIY chains are likely to turn more to foreign suppliers, the survey suggests. A growth in own-label brands is also expected.

**DIY NOW: Report 1 The Trade, NOW Research, 80 St Martin's Lane, London WC2N 4AA, £500.**

## APPOINTMENTS

**Hill Samuel Group:** Mr Kenneth Morton, finance director of Reed International, is to join the board in a full-time executive capacity.

**Richards, Longstaff (Insurance):** Mr A C Gladwell has been appointed a director of the UK division.

**Bellway Urban Renewals:** Mr John Fitz-Gerald has been made development director and Mr David F L Bishop commercial director.

**Keoody International:** Miss Nora Cunningham has been named marketing communications executive and administrator for European sales.

**Walter Alexander:** Mr Wesley Keys has joined the board. Furcross-Houlder (Shipbroking): Mr Stefan Uminski has been appointed managing director.

**Rectel Engineering:** Mr Jim Cameron has been made managing director.

**The Goldsmiths Group:** Mr Guy MacPherson has joined the board.

**Hodgeson Martin Ventures:** Sir William Gray has joined the board.

**Barker & Dobson Group:** Mr Rod Bishop has been appointed to the board. In April he will become manag-

ing director of the confectionery division with responsibility for Barker & Dobson, James Keiller & Son and Angus Confections.

**Chamberlain Phipps:** Mr David Chamberlain is to succeed Mr Brian Chamberlain as executive deputy chairman. Mr Brian Chamberlain, who is to retire from executive duties, will remain deputy chairman. Mr Tony Palfreyman and Mr David Halewood are to be group managing directors.

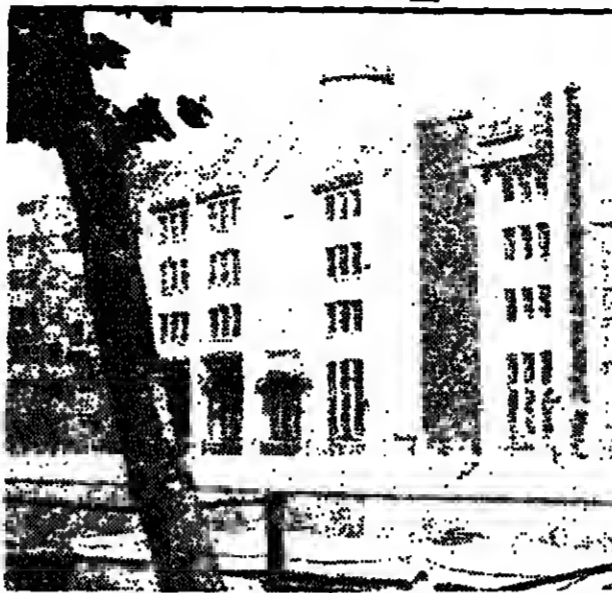
## BASE LENDING RATES

ABN	12 1/2%
Adam & Company	12 1/2%
EC21	12 1/2%
Citibank Savings	12 1/2%
Consolidated Crds	12 1/2%
Continental Trust	12 1/2%
Co-operative Bank	12 1/2%
C. Hoare & Co	12 1/2%
Lloyds Bank	12 1/2%
Nat Westminster	12 1/2%
Royal Bank of Scotland	12 1/2%
TSB	12 1/2%
Dobank NA	12 1/2%

† Mortgage Base Rate.

## COMMERCIAL PROPERTY

# Canary Wharf developer looks to the Square Mile



The promoter of the controversial alternative financial services centre at London's Canary Wharf has turned his developer's eye to the Square Mile.

Having established himself as a developer in the United States, Mr G. Ware Travelstead, who owns half First Boston Real Estate of which he is the principal, has yet to prove himself in Britain. The attractions of the currently bullish City office market have not escaped him and he is seeking development opportunities within the City.

While the arguments rage over whether Canary Wharf will become a reality, Mr Ware Travelstead prepares to enter a highly competitive market to develop offices for the burgeoning financial conglomerates lining up ahead of him.

He is aware of the impact deregulation can have on the office market after it happened in New York. He estimates that another 30 million sq ft of office space will be needed in the City to house the additional employees of the financial services sector.

However, it must be said, he allows more space per person than is the norm in London: the US market is more volatile than the City's.

Admittedly, the City office market has undergone a dramatic change both in the space being built and its location - but it is still a far cry from needing an extra 30 million sq ft. The City Corporation, in its revised draft development plan, says the Square Mile can cope with another 15 million sq ft.

Meanwhile members of the

offices would have been used as secondary operations and not as mainstream dealing and financial services offices.

But Mr Ware Travelstead admits he would not have considered developing such a massive scheme outside the traditional banking area if it had not been within an enterprise zone and had the additional attraction of 100 per cent capital allowances for the two proposed hotels as well as the offices. It is his intention to sell some of the allowances on the leasing market, which is avidly seeking alternative tax shelters in some of Britain's enterprise zones, while keeping a handy share for First Boston Real Estate.

The developer has been told by Mr Stuart Lipton, with Rosehaugh, the joint developer of the highly successful 3.5 million sq ft Broadgate development on the eastern edge of the City at Liverpool Street, that office development in the Docklands is needed but the present Canary Wharf plans are an over development of the 71-acre site. He said he would rather see a low-rise scheme instead of the skyscrapers planned by the US consortium.

The question remains as to whether the financial conglomerates will risk putting very expensive technology into Canary Wharf offices even if overall occupation costs are lower than in the Square Mile - there are some hidden costs - the lack of infrastructure and facilities at Canary Wharf, which the consortium and its tenants will have to pay for and which will effectively push the cost per sq ft closer to the £30 mark.

Mr Ware Travelstead argues that Canary Wharf will attract tenants because they cannot find their kind of space at a price they can afford in the City. He says consortium members have put a price tag of £26 a sq ft on the offices they want to occupy. That figure includes rent, rates, service charges and utilities.

He says he has already turned down one million sq ft of potential lettings because

warehouses with good covenants will move into line with prime yields for high technology schemes.

And he sees little future for the office block outside a few choice London locations. He says they will sell on double figure yields and will have to be let on short leases to find tenants.

Mr Oakeshott, who was addressing the recent College of Estate Management conference in London, says that fund managers will become increasingly concerned about the relative and shorter-term performance of the property element of their investment portfolios.

The old weight of money arguments will no longer push down yields as the institutions face up to making comparisons between real values in the property, gilt, equity, index-linked and overseas markets and switch between them.

He says that most investing institutions use different and conflicting criteria for evaluat-

ing property compared with other investments and that held within their own portfolios.

Institutional portfolios, according to Mr Oakeshott, are mainly secondary. But pension funds and insurance companies persist in chasing the few prime investments around. These have a relatively minor impact on overall performance even in the unlikely event of their producing above average long-term real returns, he says.

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warehouses with good covenants will move into line with prime yields for high technology schemes.

# Rockfort aims for share flotation

Rockfort, the private property company established by Mr Roger Smees, the former Reading footballer, is aiming for a flotation.

Its first step to a new image and a secure financial footing is a private placing of 25 per cent of the company with Kleinwort Benson, the merchant bank.

Kleinwort is paying £1.25 million for its stake which values Rockfort at £5 million. Mr Smees retains control.

He says that Rockfort like other small trading companies had its share of problems in 1983-4. Borrowings were high and income stream low.

The company's financial position was precarious and it was having to run hard to keep still. The deal with Kleinwort will give Rockfort stability and the credibility to become involved in bigger developments.

The company has a development under way in the City of London at St Andrews Hill. It recently received consent for 71,000 sq ft of offices and is negotiating with the freeholder, the Society of Licensed Victuallers, for a long lease.

Rockfort will now be in a position to buy the site because of its link with the merchant bank.

Kleinwort Benson is also putting on the development cash for Rockfort's retail scheme in the centre of Lincoln, on the Associated Newspapers' site.

Rockfort has already tied up funding for its retail project at Maidenhead, Berkshire, with PostTel Investment Management.

A decision has yet to be made as to whether Kleinwort will take a seat on the Rockfort board where Mr Smees is chairman. But the bank will reduce its holding if and the company comes to the market.

Rockfort hopes to trade at a premium following in the footsteps of Speyhawk, London & Edinburgh Trust and other sector favourite trading companies.

It has some way to go before that is likely but its profits grew to £1.4 million between 1977 and 1983, the year that proved so difficult.

In 1984 the lag in selling its schemes meant that there

was virtually no cash flow coming in. But Mr Smees is forecasting profits of £1.5 million this year with a smoother cash flow.

The company has divested peripheral activities other than its housing subsidiary to concentrate on property development and trading. Its development programme totals £120 million and it hopes to come to the market in 1988.

The Corporation of the City of London has chosen Norwich Union to develop its freehold site at New Broad Street. The City's surveyor invited several developers to bid for the site which takes in four properties where leases fall in or become available this year.

Norwich Union is paying £5.5 million for the site where 110,000 sq ft of offices and 8,000 sq ft of retail space will be built at a cost of about £39 million.

Land Securities, through its Ravenside Investments subsidiary, has bought four freehold retail warehouses totalling 188,000 sq ft of space.

Land Securities announced last year that it intended speeding at least £50 million in this sector of the market.

The latest purchases through Clive Lewis & Partners are scattered round the country from Aodover in Hampshire to Nottingham

A £20 million food centre is to be developed at Milton Keynes, Buckinghamshire. J Sainsbury will take 65,000 sq ft of space and Waitrose, the supermarket arm of the John Lewis Partnership, 25,000 sq ft. There will be space for a bank or building society, a freezer centre and 11 specialist retailers.

Speyhawk Project Management is to be British Petroleum Pension Trust's partner in the redevelopment of Standard Chartered's King William Street building in the City of London. BP bought the offices for £47 million in January and intends building 130,000 sq ft of space on the site.

Speyhawk is also to project manage the redevelopment of the Lep Group's Sunlight Wharf site in the Square Mile.

# Oakeshott warns of yield revolution

Mr Matthew Oakeshott, the former investment manager of the Courtauld's Pension Fund, has some dire warnings for the property industry over the next decade.

Mr Oakeshott, who recently set up on his own, is known for his view that secondary properties outperform prime ones as investments. He predicts that smaller retail centres will be valued on a lower yield basis than the centres of the large conurbations.

He says that yields for retail

warehouses with good covenants will move into line with prime yields for high technology schemes.

And he sees little future for the office block outside a few choice London locations. He says they will sell on double figure yields and will have to be let on short leases to find tenants.

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managers will become increasingly concerned about the relative and shorter-term performance of the property element of their investment portfolios.

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In 1984 the lag in selling its schemes meant that there

**FROM APRIL 12TH**  
One-terminal simplicity at Heathrow  
to and from South Africa

# SAA move to Heathrow Terminal 1.

For air travellers connecting with other airports throughout the UK, Ireland and Europe, SAA offer one-terminal simplicity at Heathrow Terminal 1. Whether you're flying to South Africa. Or flying back.

More non-stop flights. Plus far and away the best wine on the route, says Business Traveller Magazine (World Airline Wine Survey).

More than ever, SAA is the No. 1 way to South Africa.

**SAA**  
SOUTH AFRICAN AIRWAYS  
...we make the difference

**PLESSEY HOTLINE PLESSEY**

# Bells are ringing for Plessey in the USA

Plessey has achieved a major breakthrough with its first contract to supply digital telephone exchanges to the Bell system.

Stromberg-Carlson Corporation, the Plessey subsidiary in the USA, will build the exchanges for a field trial by BellSouth Services, the purchasing arm of one of the largest of the seven US regional Bell holding companies.

The contract is for a SYSTEM CENTURY Digital Central Office (DCO) host switch and two unattended remote exchanges, totalling over 8,000 lines. They will be installed at a location to be determined in a BellSouth service area in the autumn of this year.

The field trial may qualify as the second phase of the analysis which all equipment introduced into the network must undergo.

The DCO successfully completed the first stage last September. It was only the second switching system to do so and the first from a European-owned company.

Stromberg-Carlson has already supplied more than 500 DCOs to other US telephone companies and to several foreign countries.

**LEAD CONFIRMED**  
Sir John Clark, Chairman of The Plessey Company plc, said: "The Bell companies have repeatedly indicated their need for a third switching supplier."

"With this agreement, Plessey becomes a leading candidate to fill that role."

"This latest contract confirms our position as one of the leading offshore telecommunications companies in the North American market. With an already extensive installed customer base, we are now shipping more digital local exchanges each month from Stromberg-Carlson than all other offshore manufacturers combined."

Sir John said penetration of the critical Bell market added to an already significant presence by Plessey in the US telephone industry.

Plessey sales there have included 565 and 140 Mbit/s optical fibre transmission systems, cellular mobile telecommunications equipment, payphones and switching systems for independent telephone companies, common carriers and other end users.

# Danish Navy homes in on Plessey radar

Plessey surveillance radars have been chosen by the Royal Danish Navy for its STAN-FLEX 300 class of vessels.

The order, worth several million pounds, was won against international competition from all the major naval suppliers.

**STRATEGIC ROLE**  
The Danish requirement was for a radar matched in performance and price with the unique and revolutionary STAN-FLEX 300 concept for vessels designed to meet the strategic threat in the Baltic well into the next century.

In devising a radar design to meet these requirements, Plessey had months of intensive discussions with the Royal Danish Navy, which has had long experience of Plessey AWS series radars.

The new design was derived from this operational background and particularly from experience with the AWS-6, which is in service with a number of Danish fishery protection vessels.

Plessey has developed strong links over the years with Danish industry - another key factor in producing a winning solution.

**PLESSEY**  
Technology is our business.



ATHLETICS: RETURN TO SOUTH AFRICA PRIMES STARTING GUN FOR ANOTHER ROUND OF CRITICISM

Budd-bashing is back in high season

From Paul Martin Johannesburg
Zola Budd's full-length portrait hangs on every second lamp post in the Johannesburg street where I am staying. There is no need for her name to appear, only that of her running shoes. The advertisement might be more effective if Miss Budd were on the track, not just posing in them.



Miss Budd answers her critics with her feet. Labuschagne, her coach, with his mouth

Britain to another (say from England to Wales) to win selection.
Miss Budd, he said, has lived in England and now is home there and was entitled to travel abroad whenever she liked. It would be bitterly unfair and a political opportunity to apply any such rule to her while other athletes wear abroad regularly, he argued.

Labuschagne maintains that British athletic officials had been fairly aware of, and accepted, Miss Budd's plans to return to South Africa for training and relaxation.
"Zola has done nothing this year different to what was done and agreed last year," he says. "What she did was to sign a contract with the British indoor season this year and last, he pointed out. She had rejected lucrative American invitations, putting Britain first. "What she had been the only top-flight middle-distance woman athlete to run in the British indoor season this year and last, he pointed out. She had rejected lucrative American invitations, putting Britain first.

who like Miss Budd had a British parent, decided not to apply for British nationality because of the storm around Zola. He has had few problems after becoming an American.
Her silence on the subject contrasts with the disarming flurry of blows directed at the system from the heavyweight boxer, Gerrie Coetzee, who is in London to meet Frank Bruno. Coetzee's willingness to defy racial discrimination has been formally applauded in the South African press as having taken the wind out of the sails of the "Apartheid Fight."

A new blow to apartheid

The International Campaign Against Apartheid Sport (ICAAAS) has been launched to keep South African sport out in the cold. A former diplomat, Felton Kesteven, is the stated director of Continental Sports Magazine, has been appointed chairman and the post of executive director is held by Sam Rensmayne, chairman of the South African Non-Racial Olympic Committee (SANROC).

The organization will coordinate with other anti-apartheid bodies and work closely with the Olympic movement and other sporting organizations. ICRAAS will press for the exclusion of South Africa from all international sports federations.

A particular concern is the financial bait being offered to sportsmen to compete in South Africa, notably cricket, golf and rugby players. In addition to monitoring all sports exchanges with the apartheid South Africa, ICRAAS plan to issue bulletins about South Africa's multi-million dollar strategy for luring sportsmen to the country.

at Stellenbosch after the notorious Olympic Games collision with Mary Decker when Momburg and others dissuaded her, ironically, by appealing to her South African patriotism. "I told her hundreds of South African athletes would give their eyes teeth for a chance to run abroad," Momburg recalled. "I told her she would not be able to throw in her South African passport."

Miss Budd has reasons for feeling a deep gratitude for that advice. She is determined to continue her career as a runner, and she has plans working out right up to the 1988 Olympic Games. Though she remains, as Momburg points out, an African girl at heart, refusing to exile herself from her home, she is prepared to defy any campaign against her.

CRICKET

A sense of fatalism as England prepare for a harrowing time

From John Woodcock, Cricket Correspondent, Kingston
The England party leave for Trinidad this afternoon knowing that any public opposition they have so far met with on their tour has been nothing compared to what may await them there.

In Barbados, St Vincent, Antigua and Jamaica they have been unmolested, although, except on the last two days of the Test match there they have not attracted the crowds of old. In Trinidad, where the Governor-General and Prime Minister have identified themselves with the projected cricket boycott, it will be different.

Kingston has been Geoff Boycott, not with the team or because he is expected to be called upon, but out of keenness and now, with Gattling's departure, an important driving force has been removed.
I remember Peter Thomson, the golfer, saying once how surprised he always was that cricket teams did not pay more attention to practice. Since losing the Test match in three days Gower's has had a day at a holiday resort (this was on what would have been the rest day and had long been planned). They got down to business for a morning at Sabina Park on Tuesday and went there again yesterday afternoon, heavy rain delayed them. There will be nothing today, because of getting from Jamaica to Trinidad - this can be done in 2 1/2 hours but will take seven by the "stopper" - and the next match starts tomorrow.

Almost certainly in the days ahead it will be difficult to escape the attention of the presence of the anti-apartheid protesters. To what extent the visit will be disrupted can only be conjectured. Most people think that cricket should be possible, if sometimes at a price. In the ordinary way Trinidad's Queen's Park Oval should provide them with their best chance of a less harrowing time on the field, the pitch there usually being slower and less resilient than Barbados, Antigua or Sabina Park.

The team seem threatened at the moment by a sense of fatalism, which, could, I suppose, take a firmer hold if the atmosphere in Trinidad is acrimonious. Some of the practices I have seen have had a siphoned look about them. More could have been done to find better facilities, as well as to make the best of those available. West Indians have been struck by this. Practices have been optional when they might better have been compulsory, as though the discipline which they impose is unimportant.

One of those working hardest at his game here in Kingston has been Geoff Boycott, not with the team or because he is expected to be called upon, but out of keenness and now, with Gattling's departure, an important driving force has been removed.

Days of scorebook are numbered

With computers in everyday business life now commonplace, their regular use in a statistical game such as cricket seems certain to increase. Among regular county scorers Mike Lewis of Hampshire, is a computer pioneer, the first to possess his own. He forecasts that scorers will eventually dispense with their traditional books and push buttons instead.

Keeping averages progressively up to date and also for storing scorecards. "Computers, of course, are only as good as the information put into them," he cautions. A few years ago an attempt to forecast how the county championship table would finish went badly awry when the computer failed to take into account injuries later suffered by key players.

Computers will bring the biggest change to the scorers' way of life since the late 18th century. Then, one Samuel Britcher, scoring for MCC, was described by a later historian as a radical innovator for daring to forsake the primitive notches upon sticks for the modern paper and pencil.

YACHTING

Mast problem for French competitors
Another yacht in the Whitbread Round the World race is suffering difficulties. L'Esprit d'Equipe, the French yacht, which is leading the third 6,000-mile leg, has a damaged mast. It is split below deck and twisted at the top, and the crew have reduced sail drastically. No one has been injured in the accident, and the crew are carrying on to Uruguay.

NORDIC SKIING

Spotswood secures a bronze for Britain
An in-form John Spotswood, producing a time of 27min 29sec for his anchor leg, took Britain to a fine third place in the 10 km event at the Lovlands championships being held near Oslo. The previous day, Spotswood, from Carlisle, was fifth in the 15 km event, clocking 42sec, 42sec, just ahead of Martie Watkins in sixth place (Michael Coleman writes).

£1m plan for Grace Road

Leicestershire County Cricket Club yesterday announced a small profit of £3,636, the 17th consecutive year the club has remained in the black. But their secretary, Mike Turner, said the club was becoming harder to raise money and the club were now planning to build a £1 million multi-purpose sports centre at their Grace Road opening, which would benefit the community and generate cash all the year round.

TODAY'S FIXTURES

- Football: Northern League: Burnley v Darlington, Southsiders: Reading v Osnick, Swindon v Harrogate. Central League: Second Division: Luton v Luton, 7.00; Dover v Dover, 7.00. Southern League: Old Dover v Dover, 7.00. Southern League: Old Dover v Dover, 7.00. Southern League: Old Dover v Dover, 7.00. Southern League: Old Dover v Dover, 7.00.

IN BRIEF

- Lloyd loses in heat: La Quinta, California - The defending champion, Larry Stefanki, beat John Lloyd, of Britain, 6-1 (6-2) in the first round of a grand prix tennis tournament here on Tuesday night. Stefanki, who underwent shoulder surgery last July, served forcefully. Lloyd struggled with bouts of nausea brought on by intense heat on the court. The Spanish coach, Manuel Orantes, announced his team for the Davis Cup world group first round tie against Britain, starting on March 7. The players are Sergio Casal, Emilio Sanchez-Vicario, Juan Aguilera and Jorge Bordou. RUGBY UNION: Headingly and Nottingham have switched their game to the Rossall School pitch at Blackpool on Saturday. The match had been arranged for Headingly's Kirkstall ground, but it is unlikely that the pitch will be fit by Saturday. CYCLING: Steve Fiorwood, of Liverpool, hopes to repeat his win of last March in a 30-mile time trial of Merseyside grand prix event at Aintree on Sunday.

Hammering home the point of specialization

By Pat Butcher Athletics Correspondent
Two sets of coaches provided timely reminders yesterday of the value of education, and what happens when the sources of that education are eroded or withdrawn.

coaching and former world record holder in the long jump, Mac Wilks, the 1972 Olympic gold medal winner from the United States; Maurice Houillon, the former world-class pole vaulter from France; and his compatriot, Ferdinand Urzicak, internationally renowned hurdling coach.

encountered on the M1 motorway yesterday morning, transporting thousands of disgruntled teachers and students down to London to demonstrate against government educational policies and wage restraint.

Commonwealth Games, is now out of bounds to athletics, since it has been taken over for control and another training area in Scotland, which Chris Black, Scotland's top hammer thrower, has been using for 12 years, is now denied him for the same reasons.

SQUASH RACKETS

Pearson's efforts rewarded

By Colin McQuillan
David Pearson, the Chapel Allerton county side, has discovered an extraordinary new match preparation technique with which he may lead his Leeds team to the American Express Premier League championship in their first year at national level.

HOCKEY

Civil Service prove the more forceful

By Sydney Friskin
After the RAF had squandered an early shot at the Civil Service game strongly into contention and took the lead in the 23rd minute of their third short corner. The ball was clearly worked by a long pass to Pappin, who had earlier made two good saves.

FISHING

Lords leap to protection of salmon

By Conrad Voss Bark
Praise the Lords for the work they have been doing to improve the government's Salmon Bill. After intensive late-night sittings in which fishermen, businessmen and lawyers have been playing a leading part, the government ministers have agreed that they must tighten up the bill's clauses that aim to outlaw gaff poaching and the black market in illegally caught salmon.

Canada home and dry

By Joyce Whitehead
Canadians resisted all efforts to be turned round. After half-time Wales made a determined effort and the Canadian goal had a charmed life.

Wales

A goal by Lisa Lyn, from a penalty corner in the first half, was enough to secure victory for Canada at the National Sports Centre of Wales in Cardiff yesterday. It was a good shot from a well-rehearsed set-piece.

Lords leap to protection of salmon

On the subject of the difference between legal definitions and plain English, it was pointed out that if lawyers could not agree on the meaning of words, then bailiffs, policemen and magistrates who have to operate under the law are going to get somewhat confused. The government promised that they would try and do something to improve matters.

Canada home and dry

Today Wales Under-21 play Canada at the National Recreation Centre (2.0). Wales: H Green, E Evans, C Thomas, R Ellis, I Harris, M Mellor (captain), J Mills, G Williams, M Thomas, J Williams, W Banks. Canada: J Harris, G Pappin, Cpl M Luffman, J Lynch, J Barrett (sub: Sgt M Dykes), SAC R Gwynne, Cpl G Page, Cpl W Hart, Cpl P Taylor, Cpl A Lee, Ptd M G Moore, SAC P Aitken, Ptd P Hardingham, Ptd C Jones (Southern Counties) and B Anderson (Commonwealth).

Lloyd loses in heat

La Quinta, California - The defending champion, Larry Stefanki, beat John Lloyd, of Britain, 6-1 (6-2) in the first round of a grand prix tennis tournament here on Tuesday night. Stefanki, who underwent shoulder surgery last July, served forcefully. Lloyd struggled with bouts of nausea brought on by intense heat on the court.

Lords leap to protection of salmon

On the subject of the difference between legal definitions and plain English, it was pointed out that if lawyers could not agree on the meaning of words, then bailiffs, policemen and magistrates who have to operate under the law are going to get somewhat confused. The government promised that they would try and do something to improve matters.

Canada home and dry

Today Wales Under-21 play Canada at the National Recreation Centre (2.0). Wales: H Green, E Evans, C Thomas, R Ellis, I Harris, M Mellor (captain), J Mills, G Williams, M Thomas, J Williams, W Banks. Canada: J Harris, G Pappin, Cpl M Luffman, J Lynch, J Barrett (sub: Sgt M Dykes), SAC R Gwynne, Cpl G Page, Cpl W Hart, Cpl P Taylor, Cpl A Lee, Ptd M G Moore, SAC P Aitken, Ptd P Hardingham, Ptd C Jones (Southern Counties) and B Anderson (Commonwealth).

DEADLINE FOR POPPLEWELL IMPROVEMENTS

Ground safety steps must be complete by end of summer

The huge programme of safety improvement at sports grounds must be completed by the start of the next football season. That deadline for the recommendations of the Poppewell report was revealed yesterday.

A Home Office official, David Mould, told a Sports Council seminar in Harrogate that the Government is pressing ahead with Mr Justice Poppewell's main proposals and has set a time scale for their implementation.

The Poppewell Report urged that all football, rugby union, rugby league and cricket grounds holding 10,000 or more spectators should be brought under the Safety of Sports Grounds Act, and Mould said yesterday that all those stadiums will have the act applied to them by the end of this summer.

Several delegates complained about the cost of making the compulsory improvement but Mould said: "People who run sports grounds must make them more safe. You must not wait for us to legislate. Do it now."

At the same time as the Safety Act is extended, the guidelines under which local councils administer - the so-called "Green Guide" - will be made far more strict and detailed, and fire precaution laws will also be tightened up.

Delegates at the Harrogate seminar watched a video of the Bradford City fire and John Smith, chairman of both Liverpool FC and the Sports Council, said: "Every person who comes through the turnstiles at every football ground must be made aware that he is going to be safe, that is our foremost responsibility."

Most clubs had already met the recommendations of the Poppewell Report with regard to improving ground safety. This followed the League's decision after the Bradford fire disaster that all their clubs should be designated under the Green Guide.

In most cases the clubs had overcome the problem of cost by simply upgrading those areas of their stadiums that they required. Since few clubs in the third and fourth divisions attract attendances of more than 10,000 many had chosen to close down one side of the ground.

"In fact we're quite encouraged by this news from the Home Office. We thought that most of the work had to be done by Christmas," Andy Williamson, a League official, said yesterday.

Wales on: England struggling. Saturday's five nations international between Wales and France at the National Stadium, Cardiff, will definitely go ahead unless there is a dramatic change in the weather before the weekend.

However, the prospects of a game at Twickenham, where England are scheduled to entertain Ireland, are less bright, with workers involved in a desperate struggle against the elements.

Ray Williams, the Welsh Rugby Union secretary, said: "The game at Cardiff is on unless there is a dramatic deterioration in the weather and France have been informed of this."

BOXING



On top of the world: Azumah Nelson holds aloft the WBC featherweight belt

Nelson taunts McGuigan

Los Angeles (Reuters) - Azumah Nelson of Ghana, retained his World Boxing Council (WBC) featherweight championship on a split points decision over Marco Villaana, of Mexico, and then said he badly wanted to "whip" the WBA champion Barry McGuigan.

Sibson nominated to meet Graham

Tony Sibson, the former undefeated champion, has been nominated by the European Boxing Union to meet Nigel Graham, of Sheffield, for the European middleweight championship. They have given promoters until April 17 to make the match.

Ring farewell

Paris (AP) - The three-time European heavyweight champion, Louis Ring, has announced his retirement. Ring, aged 34, had a professional career record of 39 victories, 12 defeats and a draw. He held the European title intermittently from May 1977 to November 1984.

RACING

Kilkilowen tackles National in spite of stamina doubts

The majority of racing good jumpers but doubtful stayers would find the valuable prize offered at Liverpool for the Whitbread Trophy Handicap Chase a much more inviting prospect than the Grand National. This was the tactic adopted by Jim Dreaper with Kilkilowen last year but this season the Collier family have decided to have a go at the National.

Dreaper rates Kilkilowen's chances of staying the 4 1/2 miles as "remote" but then went on to amplify his statement. "The owners are true sporting types and so determined are they not to be seduced into any for the shorter race that they have instructed me not to bother entering him in the Whitbread."

In the last few sprints he surrendered second place to Knock Hill by a head, the pair being eight lengths adrift of Smith's Man. Kilkilowen was trying to give two stones to the first and second and Jim Dreaper said of that performance: "If there had been another couple of fences on the run-in, he would have been closer still."

No preparatory race for Badsworth Boy

Badsworth Boy, the winner of the Queen Mother Champion Chase for the last three years, will have no preparatory race before trying to achieve his fourth success in the two-mile contest at Cheltenham next month.

Brokers offer £10,000 cup compensation

If a jockey misses the winning ride in this year's Cheltenham Gold Cup through injury, he will receive a consolation prize of £10,000 - almost double the sum which the winning jockey is expected to collect.

Another blank day as total reaches 100

Tomorrow's meeting at Haydock Park became the 100th casualty of the National Hunt season yesterday as racing faced up to its third successive week of inactivity. With Newbury and Southwell abandoned earlier in the day, tomorrow will be the 23rd consecutive day without racing.

TENNIS

All the way on hamburgers

One of yesterday's newspaper headlines read: Bergstrom is aiming to make big news. A few weeks later the lead in question, Christian Bergstrom, of Sweden, top seed in the Lawn Tennis Association satellite "Masters" tournament at Washington, was losing in straight sets to an unseeded Frenchman and incurring a warning, a penalty point and a nominal fine of \$25 (almost £17).

Folly of a stop-gap captaincy

It was interesting to hear the former Irish full back Tony Enzor's forthright radio comment on Ireland's defeat by Wales at Lansdowne Road when he said the captain must shoulder most of the blame.

Ambitious Widnes waive white flag

Two months ago Widnes were flying distress signals and hastily seeking a saviour. Now they are looking for a record fee of £100,000 to avoid going out of existence. Now the club are talking of raising £750,000 in an ambitious bid to build a superb stadium at Newton Park with a 3,000-seater grandstand, artificial turf, running track and a leisure complex including sauna, gymnasium and indoor bowls.

Choice by television stirs protest

Wigan and St Helens will protest to the Rugby League today over the decision to televise their Silk Cup Challenge Cup second round tie. The match was scheduled for Sunday, March 9, but it has been switched to Saturday, March 8, to accommodate BBC Television.

Tour arranged

Scottish universities are to visit Zimbabwe on an ambitious cricket tour from July 12 to August 12. The team will play 11 matches against district and regional teams as well as the national schools XI in preparation for the tour. The Scottish universities will play the Scottish Cricket Union under-19 XI on June 8, and on June 17 and 18 will play a two-day match at Andrews against London Universities followed by the British Universities tournament at Swansea from June 30 to July 4.

Crookham date

Lucinda Green, the world champion, heads an impressive entry for the first major three-day eventing competition of the season - the Crookham horse trials at Tweseldown racecourse, Hampshire, on March 7-9. The entry also includes Ginny Leng, the European champion and Olympic bronze medalist, Mark Todd, the Olympic champion from New Zealand, and Princess Anne and Captain Mark Phillips.

Keino the coach

New Delhi (AP) - Kipchoge Keino, the double Olympic gold medal winner from Kenya, has arrived here to coach India's team for the world cross-country championships in Switzerland next month. Keino, aged 46, won gold medals in the 1,500 metres at Mexico in 1968 and in the 3,000 metres steeplechase at Munich in 1972.

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# GENERAL APPOINTMENTS

February 27, 1986

I have a message for British industry. The problem is being raised increasingly, in a climate of brutally competitive international markets. Yet the most dangerous element in the situation has been insufficiently examined, as have those aspects which are grossly and tirelessly misrepresented. The best news of all, which I shall leave to the end, has scarcely been mentioned.

Risk analysis in business is here to stay — the systematic research of existing and potential hazards, the deliberate, calculated decision to accept certain risks and exclude others. Modern professional risk analysis has developed as a direct result of multinational activity, the internationalization of business.

This has in turn made commonplace the calculated decision to go ahead with an investment in a high-risk area, where the presence of undoubted profits outweighs the less certain materialization of possible dangers. This is a game of deliberate, calculated chance, recognized as such by companies, their operatives and shareholders.

Yet the same companies sanction simultaneously an international *modus operandi* far more

perilous, containing hazards which are allowed to pass unexamined and unprovided for, in international areas of maximum risk. In fact, all the evidence suggests that the formidable risks incurred are in the main unrecognized.

It is inconceivable that otherwise highly professional managements, priding themselves on taking chances that are carefully calculated, would allow key personnel to enter the arena of the ferociously competitive international market-place without the essential back-up of a first-class means of personal communication and access to information. Yet this is the general pattern still prevailing in British industry today.

This is the degree of irresponsible negligence that is repeated every time a British company employs linguistically untrained or semi-trained operatives in export markets, thereby entrusting vital tasks to those unable to understand anything (or sufficient) without outside assistance, which may not always be impartial.

This is risk-taking in the area of personal communication capacity in a professional context. It is

**British business too often takes risks by ignoring foreign language training, says**

**Adriana Matheson**

unacceptable under any circumstances. It is totally at variance with professional standards.

The risks involved are concerned with the most sensitive and decisive areas of export activity. In the first place, these monolingual operatives are unable to communicate or comprehend significantly, in person, in any language other than English.

Secondly, they have no first-hand access to any information from foreign language sources, including foreign media sources. This last is particularly hazardous in developing countries.

Thirdly, they are unable to check, in person, the precise



content of any information received in another language.

Fourthly, they are unable to check personally both versions of a contract drawn up in two languages.

In short, on all fronts, these key people are out of touch, dependent on others and therefore vulnerable.

In all the discussions I have had with British companies regarding the question of specialized language training, many admit their urgent need of it, others continue to shrug it off with what amounts to an acceptance of doing business from a standpoint of dangerous inferiority: "We can usually find

someone who speaks English", or "All our contacts speak excellent English..." I am sure they do. Therefore they start with a considerable tactical advantage which should be taken away from them at the earliest possible moment.

Managements which countenance this destructive lack of proper professional training are apparently blind to the dangers of relying on second-hand knowledge, whether it be that of their competitors or agents during discussions, interpreters, who, particularly in politically sensitive countries, may be of doubtful integrity and/or accuracy, or their secretaries' largely mythical so-called "working knowledge", whatever that may mean!

Yet this loss-making situation which continues among a majority of UK companies — including the multinational that recently lost a massive contract in North Africa because of the refusal by the foreign government to accept the British management's condition of French as the operating language — this running sore of no means of communication is totally unnecessary and for two very sound reasons.

FIRST, the development of

effective language power is not a long-term exercise. It cannot be, if it is to be viably developed as an essential part of the modern management package to which it belongs. With average ability and a starting point of basic "school" language, we are talking about a maximum training period of four weeks.

Some achieve a high degree of fluency in considerably less, supported by above-average ability — by no means uncommon among the British, contrary to belief — and course material designed and taught by those who are not only highly qualified and experienced both as linguists and teachers of language, but who possess also similar qualifications and experience in the world of international business. The exercise is strictly results-oriented and time-oriented.

SECONDLY, total success has been registered among 98 per cent of British executives undergoing such intensive training — and most of them were middle-aged.

The British are as capable as anyone else of operating with decisive success in other languages, when they stop living in

the past and really give themselves a chance.

British management, so ready to spend vast sums on training in disciplines of palpably less urgency, has no viable excuse to waste any more valuable time before setting its linguistic house in order — in facing up to reality and ending this situation of commercial Russian roulette with its unacceptable long-term implications.

To do anything less is to render a major disservice to a company, its shareholders and those whose task it is to seek out and establish foreign markets, ill-equipped and untrained for this specialist activity.

It can be done. Numerous have proved it by succeeding, to quote one, "beyond my wildest expectations". It must be done, by individuals with company support, if British industrial endeavour is not to remain outdistanced and eventually eclipsed by competitors less disposed to "muddle through".

Dr Adriana Matheson, an associate of Executive Continuity Ltd, is an international consultant specializing in export marketing, industrial language and expatriate training.

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Bural + floraprint limited is an exciting new company engaged in marketing a range of high quality picture labels, packaging, and pos products to the horticultural trade. Applicants should have some experience at key account level with either horticultural or print knowledge. Please apply to: Liz Jordan, Human Resources Limited, PO Box 29, Wisbech, Cambs PE13 2TH. Tel: (0945) 64771.

## Office Manager

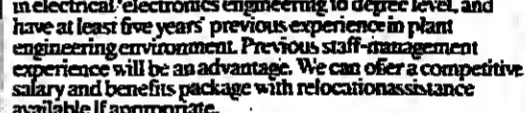
Negotiable salary London

We are a leading firm of Chartered Surveyors with substantial, modern offices in the West End and the City. We require an Assistant Office Services Manager whose responsibilities will include the smooth and cost-effective running of the Beckley Square office. There are 20 staff in the office and a substantial element of high level client entertaining takes place. Applicants aged to 45, should have extensive building management experience in a similar prestigious environment and the presence required to co-ordinate the demands of a professional staff. Please write with a cv to: Jeff Booth, Personnel Manager, Richard Ellis, Chartered Surveyors, 64 Cornhill, London EC3V 3PS.

## Electrical Engineer

BICC Electronic Cables, which is responsible for the design and manufacture of a comprehensive range of cables for use in the expanding electronics market is seeking a qualified Electrical Engineer to join its Works/Service Management team. This is an ideal opportunity for a young engineer to move into plant maintenance management. The successful candidate will be responsible for the organisation of efficient maintenance of electrical and electronic plant, control equipment and instrumentation, together with the maintenance of HV and LV factory distribution systems. In addition, he/she will be required to introduce and control a comprehensive planned maintenance system covering mixed trades. Applicants, preferably in the age range 25-35 years, must be qualified in electrical/electronics engineering to degree level, and have at least five years' previous experience in plant engineering environment. Previous staff-management experience will be an advantage. We can offer a competitive salary and benefits package with relocation assistance available if appropriate. Please apply, giving sufficient information to make an application form unnecessary, to: Mr R J Bat, Personnel Manager, BICC Electronic Cables Limited, Helsby Works, Chester Road, Helsby, Cheshire WA6 0DJ.

Key Postal have been producing business to business mailing lists for almost 40 years and enjoy a consistent reputation for optimum quality and performance. As a Co-ordinating Manager, your brief will be to organise the workflow from sales orders received through to despatch, including liaison with customers and suppliers, often within very tight deadlines. The ideal candidate, aged 30-35, must possess good written and verbal communication skills; have had previous office supervisory experience; be familiar with computerised systems together with the aptitude to use/apply computers as management tools. Send full cv to: Susan Butler, PER, 319/327 Chiswick High Road, London W4 4HL.



## Co-ordinating Manager

£10,000 West London

Are you an experienced Sales Administrator who has the ability to support the activities of a sales organisation? So then my client is looking for you. A market leader in the manufacture of electrical goods, they have an enviable reputation of success in the UK and overseas. The position is able to provide an effective, professional back-up to their sales activities. The company offer a competitive salary and genuine career prospects. Send full cv to: Dawn White, PER, London House, 5 London Road, Maidstone ME16 8HR.

## Sales Administrator

Attractive salary Dartford, Kent

Are you an experienced Sales Administrator who has the ability to support the activities of a sales organisation? So then my client is looking for you. A market leader in the manufacture of electrical goods, they have an enviable reputation of success in the UK and overseas. The position is able to provide an effective, professional back-up to their sales activities. The company offer a competitive salary and genuine career prospects. Send full cv to: Dawn White, PER, London House, 5 London Road, Maidstone ME16 8HR.

## Ambitious Accountant Demonstrate Your Ability



Here is an excellent opportunity to prove your worth in contributing to the further development, design and installation of management information systems. Take a positive role in the financial management team of a highly professional company, recognised throughout the world as one of the leaders in the oil exploration industry.

Qualified with one or two years post qualification experience, including computerised accounting and information systems, you are now seeking a responsible position where you can use your ability and authority to be innovative, with the scope to make changes and develop new systems.

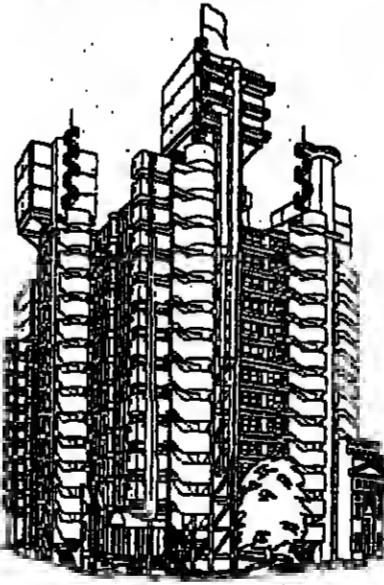
The position based in modern well appointed offices in Orpington, Kent, offers an above average benefits package and includes a salary that reflects its importance.

Please telephone or write with full Curriculum Vitae including current salary requirements to John Costello of Cripps, Sears and Associates Limited, Personnel Management Consultants, Westminster House, 2 Minster Street, Reading, RG1 2JA. Telephone (0734) 502561.

### Cripps, Sears

## Manager

Exhibition/Visitors' Viewing Area Salary range £13,907 - £20,860 + £1,400 London Weighting p.a.



Lloyd's of London will shortly be moving into its new headquarters building in the City of London.

The new building will incorporate a unique Exhibition and Visitors' Viewing Area which will be open to the public.

We are looking for a person with flair, communicative and organisational skills to promote and develop the use of the new facility to a worldwide audience.

Ideally, the successful applicant will have a marketing background and have some knowledge of the City of London and the London insurance market.

The competitive benefits package includes an annual bonus, non-contributory pension scheme, membership of PPP, season ticket loan and staff restaurant facilities.

Please write enclosing a full CV to: The Personnel Manager, Corporation of Lloyd's, London House, 6 London Street, London EC3R 7AB. Applications should be received by 12th March 1986.

## LLOYD'S OF LONDON

## CREDIT ANALYSIS CITY £19,500

Our client, a North American Bank, has identified the need for a Credit Analyst within a small, high graded department. Initial responsibilities will be to provide support for 2 Senior Credit Managers who market to UK multinationals. Excellent prospects include development into a marketing role. Ref 5M3047. Management Personnel 2 Swallow Place, London W1R 7AA.

## Financial Economic & Planning Consultants seek ECONOMISTS

1. Job on large scale major urban development project and the need for economic and financial analysis. 2. Job on major urban development project and the need for economic and financial analysis. 3. Job on major urban development project and the need for economic and financial analysis. Ref 5M3047.

## BRITISH MUSEUM has a temporary vacancy for a CURATOR

initially for a period of 3 years with a possible extension of a further 2 years to work on the collection from the Indian subcontinent and South East Asia. Candidates should have a degree in the art or archaeology of South or South East Asia, with Sanskrit or another language of one of the areas concerned. Salary: Grade F £9,817 - £12,639. For details and application form apply on a postcard to: Personnel 1, Upper St. Vincent Street, Russell Sq., WC1R 3QE. Closing date for completed forms: 17th March 1986.

## A WINNING PERSONALITY could earn you £12,000 in your first year plus an excellent training, £3,000 regulated earnings scheme, early management opportunities and the backing of a £4 billion international group. If you have drive, initiative, good communicative skills, it's an excellent career move - take it. Phone for details 01 222 0447/9

For details and application form apply on a postcard to: Personnel 1, Upper St. Vincent Street, Russell Sq., WC1R 3QE. Closing date for completed forms: 17th March 1986.

## DRAKES Waiting Staff Bar Person Cashier

Required for these full time positions in this busy, English restaurant in Chelsea. Good wages, flexible hours, excellent and relevant references required. Contact: Campbell Porter 584 4555/6669

## CITY

A vacancy has arisen for a Finance broker. The successful applicant will be aged 23+ and of a smart appearance. No previous experience necessary as full training given. For a confidential interview ring Alan Biggs on: 01-283 6827

## INTERIOR DESIGNER

Interior Designer required for small store selling early 20th century furniture. 01-629 6632.

## REDAUNDANT? Just looking?

Our job search and career counselling services are individually tailored to meet the needs and get results - guaranteed. (2077) London (01) 499 0321 Bristol (0272) 211887 Cardiff (0483) 575090 Salisbury (0299) 59885 Hong Kong (5) 257857 SAS Search and Assessment Services Ltd Head Office: 23 High St. Banbury OX16 8EG

## Redundant? Just looking?

Our job search and career counselling services are individually tailored to meet the needs and get results - guaranteed. (2077) London (01) 499 0321 Bristol (0272) 211887 Cardiff (0483) 575090 Salisbury (0299) 59885 Hong Kong (5) 257857 SAS Search and Assessment Services Ltd Head Office: 23 High St. Banbury OX16 8EG

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# GENERAL APPOINTMENTS

## SPECIALIST ADVISERS - ELECTRONICS - COMPUTERS HIGH TECHNOLOGY EXPORTS

... TO JOIN A LONDON-BASED PROFESSIONAL GROUP WHICH IS RESPONSIBLE FOR TECHNICAL ADVICE ON THE EXPORT OF A WIDE RANGE OF HIGH TECHNOLOGY ITEMS.

YOU WILL BE INVOLVED IN ADVISING UK INDUSTRY AND GOVERNMENT DEPARTMENTS ON THE TECHNICAL ASSESSMENT FOR EXPORT OF ELECTRONIC SYSTEMS, EQUIPMENT AND THEIR TECHNOLOGIES, PARTICULARLY ELECTRONIC INSTRUMENTS, COMPUTERS, OPTO-ELECTRONICS, SEMI-CONDUCTORS INCLUDING MATERIALS, DEVICES, COMPONENTS AND ASSOCIATED PRODUCTION EQUIPMENT. THIS CAN INCLUDE REPRESENTING THE DEPARTMENT OF TRADE AND INDUSTRY AT MEETINGS BOTH AT HOME AND ABROAD ON TECHNICAL MATTERS RELATING TO INTERNATIONAL EXPORT CONTROLS.

YOU SHOULD HAVE A DEGREE IN ELECTRICAL/ELECTRONIC ENGINEERING, COMPUTER SCIENCE OR APPLIED PHYSICS OR HAVE PASSED THE ENGINEERING COUNCIL'S PART 2 EXAMINATION IN APPROPRIATE SUBJECT OR HAVE AN EQUIVALENT OR HIGHER ACCEPTABLE QUALIFICATION. IN ADDITION, YOU SHOULD BE A CHARTERED ENGINEER WITH SEVERAL YEARS' PROFESSIONAL EXPERIENCE. YOU MUST HAVE AN UP-TO-DATE KNOWLEDGE OF COMPUTER SYSTEMS AND THE USE OF MICROPROCESSORS. A KNOWLEDGE OF ELECTRONIC INSTRUMENTATION, SEMI-CONDUCTORS AND RELATED EQUIPMENT IS DESIRABLE.

STARTING SALARY £12,445-£15,025 (INCLUDING £1365 INNER LONDON WEIGHTING) ACCORDING TO QUALIFICATIONS AND EXPERIENCE. IN ADDITION, THESE POSTS ATTRACT AN ALLOWANCE OF UP TO £1900. SIGNIFICANT IMPROVEMENTS IN PAY SCALES WILL TAKE PLACE OVER THE NEXT 3 YEARS - IN ADDITION TO NORMAL ANNUAL PAY INCREASES.

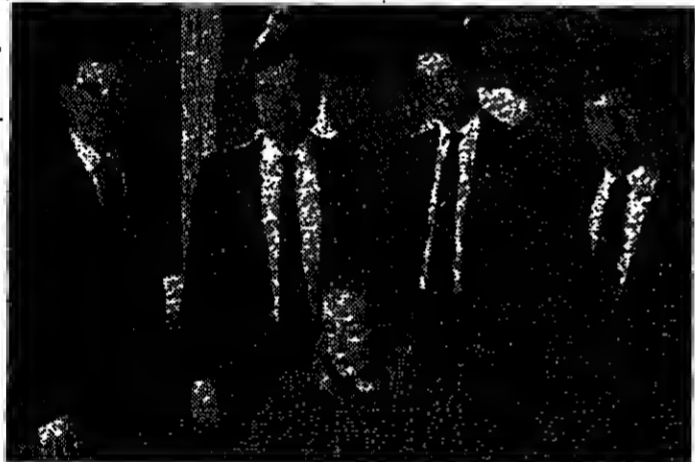
RELOCATION EXPENSES MAY BE AVAILABLE. FOR FURTHER DETAILS AND AN APPLICATION FORM (TO BE RETURNED BY 21 MARCH 1986) WRITE TO CIVIL SERVICE COMMISSION, ALENCORN LANE, BASINGSTOKE, HANTS RG21 1JB, OR TELEPHONE BASINGSTOKE (0256) 488551 (ANSWERING SERVICE OPERATES OUTSIDE OFFICE HOURS). PLEASE QUOTE REF. T/6780.

THE CIVIL SERVICE IS AN EQUAL OPPORTUNITY EMPLOYER

DEPARTMENT OF  
TRADE & INDUSTRY

## A WINNING TEAM

Join the Professionals



**ROBERT CHUCK**  
Previous Occupation: Civil Servant  
The Civil Service was interesting but promotion was slow. Here the harder you work, the sooner you get to the top!

**VIRGINIA FORTESCUE**  
At Marlowe-Sachs I feel I have found my niche. Here I'm paid well, retain my hard-earned independence and look to my main interest - making money for investors.

Marlowe Sachs are intermediaries in the field of Unit Trusts, Pensions, Investments (onshore and offshore), and Insurance. We are expanding our sales operation and require intelligent, energetic individuals aged 25-40 for our Head Office in the City.

**Marlowe Sachs**

28 Greville Street,  
London EC2N 8SU  
Tel: 01-242 2420

## Executive Assistant

Assistant Director's Office

Consumers' Association is looking for someone to cover this post, initially on a 6-month contract, while the job-holder is on maternity leave. The post is partly executive, partly administrative, the most demanding duty being the handling of all correspondence and representations from manufacturers and other interested parties arising from reports published in the magazines. There is, in addition, a wide range of responsibilities associated with the general function of running the Assistant Director's Office and giving him administrative support.

This position demands someone with a gift for words, and in particular for writing letters; someone tactful and persuasive on the phone and on paper; someone highly organised and able to switch from subject to subject without fussing. A good general education (to at least A level standard) is essential.

Starting salary around £10,000 p.a. Please apply with full CV to the Personnel Officer, Consumers' Association, 14 Buckingham Street, London, WC2N 6DS.

**Which?**

## RECRUITMENT CONSULTANT

We are an expanding specialist consultancy seeking to appoint an experienced Consultant who will make an effective contribution in developing our Permanent Agency Division. Our progressive expansion depends on our reputation for providing a first class service. Qualities of determination and professionalism will be looked for in the successful applicant. In addition, applicants must have at least 18 months' consultancy experience. In return, we offer a negotiable salary together with a generous commission scheme.

Apply in writing (applications will be treated in strictest confidence).

**ANTONY DUNLOP**  
39, BRYAN STREET, LONDON SW1V 4HP  
TEL: 01-437 6171

## Field Officer Self Employed Cornwall

The Country Landowners' Association

The CLA is a well established organisation which represents the owners of rural land in England and Wales. It has 80 staff based in its London HQ and in the regions, serving some 43,000 members.

You will work closely with the Regional Secretary and Public Relations Officer and report to the Regional Director at HQ. Your key task will be to recruit new CLA Members in your area. Members range from land owning individuals or businesses to land agents and other professionals interested in the work of the Association.

Candidates, preferably aged 40+, must have an appreciation of farming and country life. A knowledge of the area and some sales experience would be an advantage. As you will be working on a commission basis self motivation is essential. Please write - in confidence - for further details and an application form (or telephone 730 7749) to Lesley Gillford ref. A.20198.

This appointment is open to men and women.

HAY-MSL Selection and Advertising Limited,  
52 Grosvenor Gardens, London SW1W 0AW.  
Offices in Europe, the Americas, Australia and Asia Pacific.

**HAY-MSL**

MANAGEMENT SELECTION

## ASSISTANT MANAGER Customer Service

Charles Letts & Co. Ltd., publishers, have a vacancy for an Assistant Manager in the Customer Service Department dealing with Special Editions. The position requires the ability to work under pressure, long hours when necessary, and involves the supervision of 8-9 staff.

This is an ideal opportunity for a progressive, forward-thinking individual, ideally in their mid 20s, to move into the junior management area and to join a dynamic and expanding Company. Salary will be by negotiation, according to age, experience and qualifications.

Please send a full CV, including current salary, to:

Personnel Administration  
Charles Letts & Co Ltd,  
Diary House, Borough Road,  
London SE1 1DW

## A CHANGE OF CAREER

A Firm committed to develop your career that what Allied Dunbar is currently offering to men and women who are equally committed to success.

Last year alone we spent over £3 million on training programmes for our Sales Associates and many of them went on to reap the rewards.

For an interview or further details call:

Peter Richards on 01-437 7208 London & Home Counties, or Bill Neville-Allen on 0434 36640 Newcastle & Central South.

## CJA

RECRUITMENT CONSULTANTS  
35 New Broad Street, London EC2M 1NH  
Tel: 01-588 3588 or 01-588 3576  
Telex No. 887374 Fax No. 01-638 9216



Prospects to advance to position of Personnel Manager within 1-2 years.

## PERSONNEL EXECUTIVE - COMPENSATION AND BENEFITS SPECIALIST

CITY UP TO £20,000

WHOLLY OWNED MERCHANT BANKING SUBSIDIARY OF MAJOR EUROPEAN BANK

We invite applications from numerate personnel professionals in their mid to late 20's, graduate or equivalent, who must have had at least 3 years' demanding experience in merchant/banking, specialising in state-of-the-art compensation and benefits packages. Any additional broader personnel experience will be an advantage. The selected candidate, who will report to the Personnel Director, will be totally responsible for all aspects of the bank's compensation and benefits policy and administration; including payroll, mortgages, pensions and particularly the latest compensation techniques. Essential qualities are assertiveness, the ability to use lateral thought and to bring a creative and positive approach to compensation matters. A 'roll-up-sleeves' attitude is important. Initial salary negotiable to c. £20,000 plus performance related bonus, preferential mortgage facilities, non-contributory pension, free life assurance and PPF. Applications in strict confidence under reference PE17566/TT will be forwarded unopened to our client unless included in a list of companies to which they should not be sent marked for the attention of the Security Manager.

CAMPBELL-JOHNSTON RECRUITMENT ADVERTISING LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH.

## POST VACANCIES AT HEADQUARTERS ALLIED FORCES SOUTHERN EUROPE (NATO)

POSITION "A": SENIOR TECHNICIAN (WIDEBAND/TELETRA), GRADE B4. Basic Monthly Salary IT LIRE 2,110,000. Plus authorized allowances. Tax Free.

POSITION "B": SENIOR TECHNICIAN (SATCOM R/F), GRADE B4. Tax Free salary and allowances as above.

POSITION "C": SENIOR TECHNICIAN (SATCOM MU), GRADE B4. Tax Free salary and allowances as above.

POSITION "D": SENIOR TECHNICIAN (SATCOM DATA EQUIPMENT), GRADE B4. Tax Free salary and allowances as above.

POSITION "E": PRINCIPAL TECHNICIAN (TEST EQUIPMENT), GRADE B5. Basic Salary IT LIRE 2,420,000. Plus authorized allowances. Tax Free.

POSITION "F": PRINCIPAL TECHNICIAN (CALIBRATION), GRADE B6. Basic monthly salary IT LIRE 2,800,000. Plus authorized allowances. Tax Free.

POSITION "G": PRINCIPAL TECHNICIAN (CAMPS/SCARS II), GRADE B5. Basic monthly salary IT LIRE 2,420,000. Plus authorized allowances. Tax Free.

POSITION "H": PRINCIPAL TECHNICIAN (SATCOM MU), GRADE B5. Tax free salary and allowances as above.

POSITION "I": PRINCIPAL TECHNICIAN (SATCOM R/F), GRADE B5. Tax free salary and allowances as above.

POSITION "J": PRINCIPAL TECHNICIAN (HF RADIO), GRADE B5. Tax free salary and allowances as above.

POSITION "K": ASSISTANT TELECOMMUNICATIONS ENGINEER (MOBILE MAINTENANCE TEAM), GRADE A2. Basic monthly salary IT LIRE 2,658,108. Plus authorized allowances. Tax Free.

POSITION "L": ASSISTANT TELECOMMUNICATIONS ENGINEER (SOFTWARE DEVELOPMENT AND MAINTENANCE), GRADE A2. Tax Free Salary and Allowances as above.

Language requirements: Very good knowledge of English, both spoken and written. Italian language is highly desirable.

It is very important that candidates submit a detailed Curriculum in English citing Education, Qualifications.

Work experience and "position" desired, to the following address not later than 20 March 1986. Call (061) 7212223 for additional information:

Civilian Personnel Branch,  
Panda Division - HQS. Afsouth,  
80125 BAGNOLI,  
NAPLES, ITALY.

## Recruitment Specialist

The chance to be a key element of a new initiative

£25-30,000 p.a. O.T.E + Car + Benefits

Intercity Consultants are one of the leading UK consultancies for the supply of contract software personnel. As part of a planned diversification of its London based business we currently seek someone to spearhead the opening of a new permanent recruitment division.

This will be no relaxed management position. It will require both good recruitment and interpersonal skills together with the necessary dynamism and drive to market our new services. Applicants in the age range of 25-35 must be able to show evidence of large scale recruitment in a 'high tech' environment, demonstrate the necessary qualities to work in a marketing role and combine this with a total commitment to their and our future success. This may have been within an existing consultancy or an organisation with large systems departments.

The rewards as indicated will be substantial, based on achieving a realistic business plan derived from a basic salary and excellent profit sharing scheme with no upper limit.

We have always utilised sophisticated computer and office automation techniques and are currently installing a new IBM System 36 to replace and upgrade our existing bespoke software. Our environment therefore provides the opportunity for people to realise their full potential in this demanding role.

Please write with full details to: Mr M. Waite.



intercity consultants

International House,  
World Trade Centre,  
London E1 9UN

## PRESS OFFICER

£14,000-£17,000

Due to our expanding workload, we are recruiting a Press Officer to join the Public Affairs Department.

A first priority will be dealing with enquiries from the British and International Press and other media on all matters relating to the activities of the Stock Exchange.

Other tasks will include drafting press releases, providing copy for placed articles, interpreting Council policy and liaising closely with all departments of the Stock Exchange.

Importance will be attached to clear, concise communication skills and the ability to grow with the job in this often pressurised and demanding environment, where flexibility of approach and initiative are essential.

Aged under 30, you are likely to be a graduate with at least two years' experience as a Press/PR officer in a large commercial organisation, ideally with a knowledge of the financial sector.

This excellent career opportunity offers a starting salary between £14,000-£17,000 and a benefits package to include a fully paid season ticket scheme, non-contributory pension scheme and BUPA.

Please apply with your full career details to Jen Ross, Senior Personnel Officer, The Stock Exchange, Old Broad Street, London EC2N 1HP.

The Stock Exchange

## Head of Library & Information Department

Salary c.£18,000

A large professional firm wish to appoint an experienced information manager to take overall charge of running this busy department. You will have responsibility for supervision of both the library and information functions. The professionally qualified and highly motivated staff currently consist of a librarian, two assistant librarians and a secretary.

Other responsibilities will include further development and exploitation of the firm's internal information resources and the implementation of computerised in house information retrieval systems.

Preference will be given to candidates who are chartered librarians, and who have several years' experience of working in a library. Please apply with full curriculum vitae to:-  
Box No. C16

## NOGUS General Secretary

NOGUS (The Nord Computer Users Society) is the usergroup of Europe's fastest growing main computer manufacturers, Norsk Data. Due to expansion we wish to appoint a General Secretary to head our Secretariat in Oslo.

The post is a new one and offers an interesting variety of work in a growing industry. We are looking for a person with the drive and abilities to continue the rapid expansion of our activities and membership.

- Proven management skills.
- A fluency in both spoken and written English and a Scandinavian language. Other languages would be useful.
- The ability to plan and set up large conferences. This will involve many abilities ranging from negotiating with conference centres to speaking in front of the conference.
- An awareness of Norsk Data products.

For further information, and an application form, contact C J Leslie (Chairman, Nogus), c/o Computer Centre, University of Reading, Whiteknights, Reading, England, as soon as possible. It is anticipated that interviews will be held in Oslo during April.

## Career Opportunities in

COMPUTER RECRUITMENT  
We are Computer Personnel Services, a highly respected and long established Recruitment Consultancy.

In keeping with our continued growth, we are seeking two exceptional individuals to share in our success.

Successful candidates will probably be of Graduate standard, have a true desire to succeed and have a genuine interest in the Computer Industry. Personal qualities are more important than experience. They will find high standards of achievement, a demanding but informal environment and a rewarding career.

To find out more, ring in the first instance  
MARTIN BARRY  
on  
01-253 5042  
or send a detailed CV for his attention.

**COMPUVOC**  
RECRUITMENT CONSULTANTS 121-125 City Rd London EC1 Telephone 01-253 5042

# GENERAL APPOINTMENTS

RECRUITMENT SALES CONSULTANTS c. £20,000  
RECRUITMENT PROJECT CONSULTANTS c. £18,000

Are you acknowledged by your superiors as an asset to your company? Someone who sees obstacles as challenges to be met and overcome, and who has the determination, stamina and self-motivation to keep the chase going until victory is achieved? A convincing presenter of facts, a skilled and shrewd negotiator, keen to go on developing his/her own professional excellence to successfully meet the demands of an evolving market?

Would you like to join a dedicated elite of enthusiastic professionals and help us make TPL the UK's No. 1 senior management recruitment consultancy by 1988? We know what to do and how to do it. What we need is more winners in our team.

So, if you have the right personality and management experience, we will show you the technique and, together, make a formidable combination.

We are already the leading specialist in senior management recruitment for the physical distribution sector, firmly established as providers of full recruitment services for permanent and temporary management throughout the UK.

We started a new expansion phase last Autumn aimed at extending our already long list of blue chip clients and our range of specialised recruitment services.

Our market: the successful senior decision-makers and pace-setters of I.M.C. and distribution industries who value efficiency and speed.

Sounds interesting? Follow your instinct! Please introduce yourself in confidence by writing to: Josiane Wileman (Mrs), FECI, FInst.D., Managing Director, at 1 Commercial Road, Guildford, Surrey, GU1 4SU.

**Trans Promotions Ltd**  
Management Resourcing Consultants

## Telesales-Consumer Products

### HIGH EARNINGS POTENTIAL EXPANDING PRODUCT RANGE AT COMPETITIVE PRICES FULL PRODUCT AND SALES TRAINING...

... these are just some of the benefits available to you as a Telesales specialist when you join a highly effective sales environment, for one of the world's leading computer manufacturers.

An annual growth rate of some 30% means a regular strengthening of our telesales resource and we are now looking for professional, young people with varying levels of experience, to enter our operation selling computer consumables to existing users of Wang hardware.

With 2 years' previous selling experience, which need not be computer-related, you could achieve on-target-earnings of up to £18,000 pa. If, on the other hand, you have only been selling for around 6 months, we are still in a position to offer you thorough sales and product training to speed you on your way and earn you a salary of between £12-13,000 pa.

To be successful you must have a good standard of general education, demonstrate

professional competence in a 'live' selling situation and possess a lively and energetic personality. We don't pretend that it's easy, but we will guarantee to provide all the support and help you need, including real incentives, to reach your sales target.

Interested applicants should send career details to Pam Segal, Wang (UK) Limited, Wang House, 661 London Road, Isleworth, Middlesex TW7 4EH, or telephone 01-847 1954 (24-hour service) for an application form.

# WANG

## Senior Project Manager To £25,000 + Bonus + Car

This company based in Hertfordshire is one of Britain's fastest growing information management specialists with a reputation second to none for providing reliable state of the art products.

As the specialist systems and software resource within the company Applied Systems Division has built up an excellent track record in the design and implementation of total solutions to a wide range of clients in such areas as Aerospace, Healthcare, Communications, City Financial Systems and Central Government.

An exciting new contract has created the need for a Senior Project Manager to run the development of a turnkey system automating the clerical functions of two large engineering workshops. The project is valued in excess of £2.5m and will run initially for three years.

The Senior Project Manager will be responsible with a Principal Designer for a significant application software development task being undertaken by their own staff and at least two sub-contracted software houses. The successful candidate must therefore be capable of handling a complex sub-contract situation to achieve project goals.

The ability to communicate with the customer at a senior level and of interfacing effectively with Government Agencies is essential as is the mobility to travel within the UK and Western Europe.

Commercial awareness will be important as will the ability to understand the technical issues. Familiarity with the techniques of PROMPT and SSADM together with experience of managing complex projects from inception to completion will be a distinct advantage.

If you believe you have the necessary drive, determination and above all enthusiasm to fill this senior management post then please call MILES RICHARDS in strict confidence on 01-631 4286 (24 hrs) or alternatively 01-579 0412 (9.00am to 10.00pm).

## FUTURES

RECRUITMENT SPECIALISTS TO THE COMPUTER INDUSTRY  
FUTURES Ltd., 114 New Cavendish Street, London W1

## GROUP FINANCIAL DIRECTOR (Designate)

Public Company - South Herts - £25,000+ & Car

One of the largest manufacturers of office furniture in the UK, is seeking a Chartered Accountant for the new position of Group Financial Director. Initially joining as Group Company Secretary, you will be responsible for controlling Group finances, managing resources, monitoring trade performance and, in due course, will be involved with total corporate strategy.

To undertake this demanding job, you will need experience of a manufacturing environment, a background of dealing with Banks and Professional Advisers, a high degree of integrity, sound commercial judgement, self motivation and proven leadership qualities.

Our Client offers an attractive remuneration package which includes the usual benefits associated with a successful Quoted Company. Please write with full career details and achievements to date, quoting ref. 417/27, to Alan C. Martin, Regional Director, Professional Personnel Consultants Limited, Godwin House, George Street, Huntingdon, Cambs PE18 6BU. Tel: Huntingdon (0480) 411111. "an equal opportunity vacancy"

## Gabriel Duffy Consultancy

### PARTNERS DESIGNATE

£ - NO PROBLEM!  
LONDON AND THE SOUTH  
Our client, a very commercial go-ahead firm of Chartered Accountants, are looking for outstanding accountants to join them in their rapid expansion programme. The successful applicants will be ambitious and expect high financial rewards in exchange for their hard work and commitment. It is envisaged that full partnership will be available within 12 months.

For further details please telephone or write in complete confidence to: **Cathy Casey or Tricia Huatt** Gabriel Duffy Consultancy 130a Western Road Brighton East Sussex BN1 2LA Telephone Brighton (0273) 29822. Weekends & Evenings (0273) 730516 & 420834

### BOOKKEEPER

Urgently required for busy Kensington office of a multinational sales company. Duties include manual sales and purchase ledger, general accounting procedures, telephone customer contact, office and sales administration, paye and credit control. Excellent salary according to age and experience plus benefits. Age 35+.

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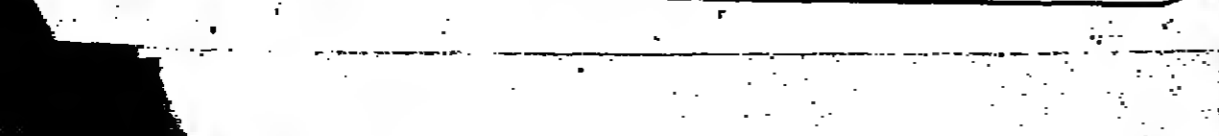
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HORIZONS A guide to career development

How to be master of all who survey you at the interview

The job interview is going better than you had dared hope, and you believe you are turning in the performance of a lifetime.

It is then that the lean taciturn guy at the end of the table intervenes, bowing a goonly. There is an embarrassing pause before you start to splutter, mutter, waffle and tie yourself in knots.

I think we've all encountered them. Questions like: Why should we employ you? Where do you see yourself in 10 years' time? Why have you been unemployed for so long? Why were you made redundant? What do you think of the unions? How do you view women in management?

Everyone can think of questions that they would hate to have to answer. But if you want that job, you take the plunge. So it makes sense to do a little homework before the interview.

Hard to judge whether you're stepping on toes

questions so difficult. One reason is that some are so vague and open-ended that you may not be sure what the questioner is driving at.

A second cause of difficulty can be that you have a psychological hang-up about something. Redundancy and unemployment may be associated in your mind with failure. Why was it you who were made redundant while others were kept on? Why is it that no-one seems prepared to give you a job? When self-doubt rears its head, there is a tendency to find lame excuses for past mishaps, when you should be looking to the future with confidence in your abilities.

Another problem may be your keenness to make a good impression, so you try to give an answer which does not conflict with the views of the questioner. Take that question about unions.

The tenor of your answer might differ, depending on whether you were talking with Sir Terence Beckett or Norman Willis.

But if you are being interviewed by comparative nonentities, it is much more difficult to judge whether you are stepping on toes. Do not assume that

Nervous about that job interview? R. A. Jones has some advice for those lacking confidence

because the interviewer is a man, he necessarily disapproves of woman managers.

A further reason questions may stump you is because you did not foresee them. You are caught off your guard, when it should have been obvious that a particular line of inquiry was bound to turn up.

Is there any way of coping successfully with such deadly questions? You can but try, and your attempt must start well before the interview.

Begin by taking a critical look at yourself and your achievements, and do not overlook any skeletons you may have in your cupboard. If your career progression is haphazard, think of a good reason why this should be so, like your wish to broaden your experience.

If you were fired because of a row with a superior, ask yourself whether it was your fault or his. If you were objecting to a policy which you felt to be unethical or possibly injurious to the company, then it might make sense to be open about it. It could count in your favour.

After your self-appraisal, draw up a list of questions you do not want to be asked, and try to find convincing answers. You will always find some that are exceptionally tricky, but you should be able to find ways of getting around them.

That job you left after only six months, for example. Perhaps it would pay to be honest and admit that you made a mistake in joining that firm. If you admit to one or two foibles (but no more) you may gain some sympathy from members of the interviewing panel.

It is not a good idea to memorize your answers word for word. Find a friend or acquaintance who can bombard you with these difficult questions and criticize your performance.

Even better, record your practice interview on a tape or video recorder.

At the interview try to stay composed. When an unfortunate question is tossed into your court, pause before you answer and try to think of the interviewer's reason for asking it. Is it

merely an innocent query - or is he or she embarking on an in-depth probe?

If the question sounds vague, you can always ask for clarification, which has the added advantage of giving you more time to think of a convincing answer. Or you can rephrase it yourself in a manner designed to show yourself in a more favourable light.

That gap in your CV could well be explained away by the fact that you were trying to set up your own business, but had to give up when you could not raise enough capital.

Such a reply immediately raises you up from the ranks of the redundant to the status of a person with drive and entrepreneurial flair.

Inevitably there are questions you cannot predict. You can expect to be asked virtually anything from your views on the state of the economy to your opinion of the Bishop of Durham. Your hobbies may come under scrutiny, or even the places where you have lived.

Other questions you may consider downright unfair. How can you suggest changes you would like to make in an organization without first making a detailed study of how it functions? The

Inevitably questions you cannot predict

interviewer, on the other hand, may consider this a legitimate thing to ask.

He or she is not concerned with details, but how you set about solving a problem. He wants to know whether you are an agent for change or a time-server who never takes an initiative.

I am the first to admit that job interviews can be unnerving experiences, and if things start to go wrong, your whole edifice of confidence can collapse. That is why some form of preparation is essential.

Though you cannot anticipate every question, you must ensure that you can deal effectively with the most obvious ones - awkward or straightforward.

It is no good just glaring at the interviewer or lapsing into incoherent mutterings at the first hurdle.

Remember, your ability (or lack of it) to surmount the difficulties of the interview could well reflect on your capacity to deal with problems at work. Make sure your replies are plausible and not wishy-washy. The impression you give may count for more than your concern to cover over the cracks in your career.

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